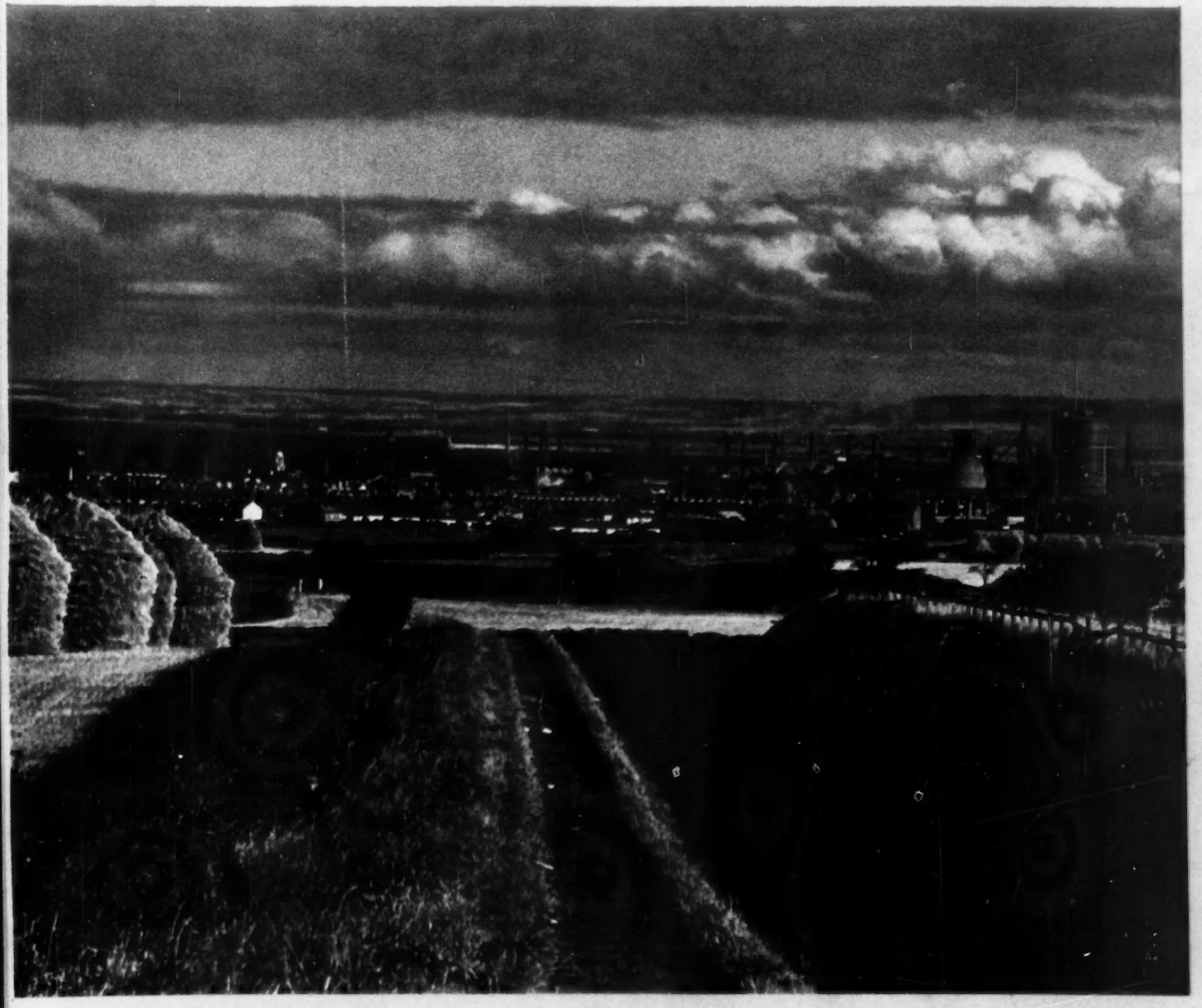
Board of Trade Journal

Volume 187, No. 3521 Published by Her Majesty's Stationery Office 11 September 1964



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11 SEPTEMBER 1964
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Front cover photograph

As this photograph from the Hartlepools area shows, one of the advantages of working in the North-east is that industrial areas are never far from the open countryside. An article on the industrial development of the North-east appears in this issue. Photograph by courtesy of British Transport Docks and the President of the Hartlepools Photographic Society.

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INDUSTRY AND THE DEVELOPMENT DISTRICTS (5)

The Northern Region – emphasis on growth

The introductory article in this series was published on August 7. Succeeding articles so far have been on Northern Ireland (August 14), the North-west (August 28) and Scotland (September 4). Other articles will cover the South-west and North Wales.

THE NORTHERN REGION has demonstrated in the last 20 years that new industries can prove themselves in new locations and take the place of older industries in decline. Numerous examples are available, in the North-east and in Cumberland, which provide remarkable proof of this capacity for development.

Of the population of the Northern Region (3·29 million people), nearly 90 per cent is in the three North-eastern counties of Northumberland, Durham and the North Riding of Yorkshire. An article concerned with industrial development must tend to concentrate on this area. At the same time one should remember that the Government's recent White Paper on the North-east, which must figure largely in any discussion of the area, embraced much more than industrial development in its programme for comprehensive growth and development. It will be recalled that in the winter of 1962-63 a new Governmental approach to the problems of the North-east led to a comprehensive study of the industrial and economic structure, and prospects, of the region. This study was followed by the publication, in November 1963, of the White Paper on Growth and Development in the North-east. The White Paper pointed out that the North-east was in process of change, and that special Government policies would be needed to shorten the period of adjustment.

Following their acceptance of this recommendation, the Government appointed a senior Minister as Secretary of State for Industry, Trade and Regional Development, with responsibility for implementing the programme contained in the White Paper. This programme, which provides for a more than average share of the nation's public investment for the North-east, includes investment in roads, housing and urban renewal, all aimed at creating a new social and industrial environment. The overall objective is to promote a steady rise in economic activity as a basis for the expansion of employment. As the focal point of development, there is a 'growth zone' consisting broadly of Tyneside, Tees-side and that part of County Durham which lies between the Great North Road and the coast. Special additional public investment will be made in this growth zone. The level of public investment in the North-west will rise from £55 million in 1962-63 to about £90 million in 1964-65. The facilities provided under existing legislation will continue to be available to the whole of the growth zone, which is made up of development districts, and to those development districts in the North-east region outside the growth zone, as well as to the other development districts in northern England (namely, Whitby on the east coast of Yorkshire and Workington and Whitehaven in Cumberland).

Aerial view of Bede Trading Estate. Photo by Joseph Connacher (Air) Photos), Jarrow.

The immediate background to the White Paper may be better

(*Continued on page* 549)

The magnificent new Durham County Hall was officially opened last October by HRH the Duke of Edinburgh.

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Northern High Speed Gas is amongst the cheapest in the country. A huge expansion and development programme keeps supply always in advance of demand. Services are laid on to industrial and domestic sites prior to factory or residential development, ensuring abundant supplies for factories and homes. The Industrial Gas Officer will be pleased to discuss your project in terms of situation and application.

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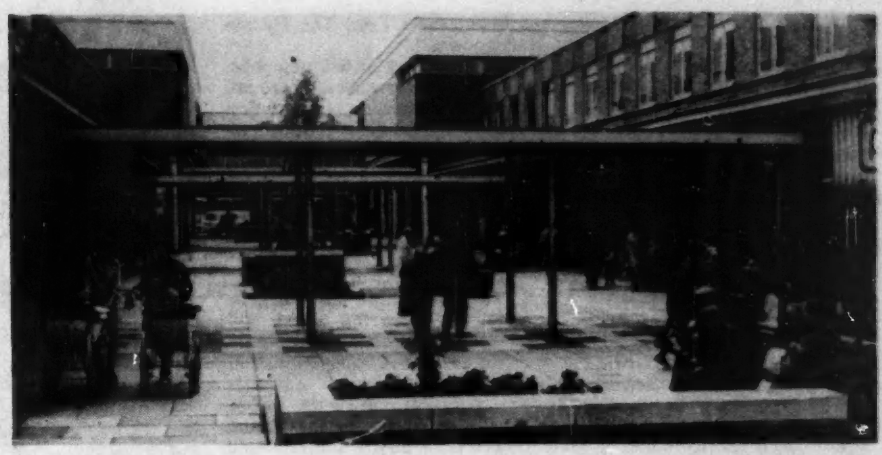

The new Jarrow – modern shops and shoppers in well-planned civic amenities.

appreciated by reference to a few recent trends. The latest figures of insured employees relate to mid-1963 and these show that the Region had 1,164,700 employees, including 793,400 males. The distribution of employees by main industry groups, and changes between 1959 and 1963, can be illustrated as follows:

	1963		*Changes* 1959-63
	Total	*Males*	*Total*
Primary industries (incl. mining and quarrying, agriculture, forestry, etc.)	152,900	146,700	—38,100
Manufacturing industries . .	397,000	295,200	— 4,400
Construction industries, services, progressions, etc. . . .	614,800	351,500	+48,700
	1,164,700	793,400	+ 6,200

'Manufacturing industries' include shipbuilding and repairing and marine engineering. If these (which together experienced a reduction of nearly 15,400) are excluded, an increase of 11,000 was recorded in this group.

Increases in working population

The White Paper was of course based on much more than a study of the past. It studied the future of the region in a manner not attempted before. By stressing the male employment problem the White Paper put the emphasis in the right place, since it is clear that failure to win new male employing industries to replace jobs lost in declining older basic industries would result in the movement from the North-east of more and more male workers to seek work elsewhere. The inevitable consequence would be movement of families, including those wives and daughters who constitute the growing female labour force.

In addition to the need to offset decline in older basic industries there is the need to cater for natural increases in the working population, The White Paper, written on the basis of the latest information available at the time, allowed for the possibilities of a natural increase of nearly 600,000 persons in the North-east's population by 1981. An increase of about 210,000 in the male labour force was thought probable in these circumstances. This assumed no loss or gain by migration but the White Paper went on to recognize the probability that the potential figure of 210,000 increase in the male labour force would be reduced by net outward migration. In allowing only 60,000 to cover this the White Paper assumed a substantial reduction in the average annual loss. The proposals for the North-east are therefore based on more than the need to reduce current unemployment. They embody the aim of lower long-term unemployment but also envisage an increased proportion of males of working age in actual employment, and a substantial reduction in the rate of outward migration. Although the White Paper's forecasts will naturally require adjustment from time to time they nevertheless provide a valuable framework within which performance may be gauged against need.

There are already many visible signs of progress in the North-east. In the 15 months from April 1, 1963, to June 30, 1964, Industrial Development Certificates involving some 7·1 million square feet of industrial floor space were approved for the area. The firms concerned estimated that a total of 15,300 additional jobs for males would result from these developments, in addition to 7,400 jobs for females. The estimate of additional male jobs averaged 1,000 per month over the whole 15 month period, but it is significant that in the first six months of 1964 the average was almost 1,500 male jobs per month. By any test this latter figure represents satisfactory performance but it is particularly interesting to note that in the 15 months to June 30, 1964, over 38 per cent of the expected male jobs were credited to units completely new to the area. A further 15·6 per cent are expected in new buildings for existing firms but on separate sites. Extensions or new buildings on the same sites as existing premises account for the balance, i.e. approximately 45 per cent of the total.

Since April 1960 some 90 new manufacturing units are known to have decided for the North-east. These are mainly units being introduced by firms from outside the Region. A few names of firms will be of interest, with the locations (actual or intended) of the new developments: Hepworth and Grandage Ltd. Sunderland; David Brown Industries, Sunderland; Perdio Limited, Sunderland; Thos. De La Rue Ltd., Team Valley; Dannimac (Mfg.) Ltd., Middlesbrough; British Belting and Asbestos Ltd., Bishop Auckland; British Visqueen Ltd., Stockton; G.E.C. Ltd., Aycliffe; Crane Ltd., Aycliffe; Wilkinson Sword (Acton) Ltd., Cramlington; Sverre Munck Ltd., Hebburn; Hugh Stevenson and Sons, Darlington; Chrysler Cummins Ltd., Darlington; Rank Bush Murphy Ltd., South Shields; Airscrew

An apprentice in the Annfield Plain factory of Ransome and Marles Bearing Co. Ltd., receives instruction in lathe operation. Ransome and Marles train their own engineers.

Weyroc, Ltd., Hexham; Hartlepools Crankshafts Ltd., The Hartlepools; Pitch Fibre Pipes Ltd., The Hartlepools.

These 90 projects will together produce a total of 28,000 new jobs, including over 18,000 employment opportunities for males. There are of course time lags between decisions to establish units and the creation of actual employment, since in most cases the decision is followed by the need to erect premises. Nevertheless, it is possible to say that up to 10,000 people are now at work and the numbers taken on are increasing steadily.

New industries are good news in the North-east, and the area can offer many advantages to businessmen who are seeking to expand: for example, good sites, manufacturing capacity and reserves of labour which cannot be found in the more congested parts of the country. The Board of Trade's Team Valley Trading Estate can fairly be described as one of the finest industrial estates in the world, and contributes nearly two-thirds of the industrial rateable value in Gateshead. Under the White Paper proposals, the Aycliffe Industrial Estate (near Darlington) will be further developed, and a new industrial estate established on Tees-side. The latter project will be the largest estate of its kind to be constructed since Team Valley in the 1930's: the site of 336 acres is situated on the southern periphery of the Tees-side industrial area, and will have the advantage of being planned at the same time as the A19 motorway, which will run past the site.

Mention should also be made of sites separately developed by new firms. A notable example is Patons & Baldwins, producers of knitting yarns, etc. who established their new headquarters at Darlington after the war and have in recent times established additional units, one in South-east Tyneside and the other in North Tees-side.

Factors influencing location of industry

It is true that pull of market demand is a factor influencing the location of industry. On the other hand, the combined population of the northern part of England, and Scotland, amounts to nearly 20 million people or 37 per cent of the population of the United Kingdom. Moreover, the prices of many of the products of modern 'growth industries' are not significantly affected by the choice of location involving additional transport miles, provided, of course, that such locations are selected to take into account compensating benefits.

The comments of one recent inquirer throw some light on the factors influencing the many decisions to locate new units in the north. The firm concerned had been a little worried about the additional problems of running a unit over 200 miles away, but even on the first day of their visit the firm's representatives knew instinctively that the North-east was right for them. A good site was available only a few miles from the A1, close to housing from which labour supply will come; and there are fine amenity areas to the west. The firm were particularly impressed by the spirit and enthusiasm they met at all levels in their negotiations, and were influenced by the Government's plans for regional development in the North-east.

Having acknowledged the vast contribution of new industries it is only fair to recognize the part played by established industries. As an example, Steel and Co. Ltd. introduced the manufacture of mobile cranes to Sunderland and the North-east about 22 years ago. Since then their own production has multiplied some 30 times. The largest subsidiary of the Steel Group of companies is now the British Crane and Excavator Corporation, with headquarters at Sunderland, where it operates as one of its three largest production units, the largest mobile crane plant in the world. The formation of the Corporation last year was the culmination of developments which included the acquisition of crane plants at Glazebury (near Manchester) and Grantham, in 1959. Today these three plants together claim to supply some 70 per cent of the home demand for mobile cranes, while more than 50 per cent of the Corporation's products are exported. The Steel Group includes, in addition to the British Crane and Excavator Corporation, six British companies engaged in other types of engineering manufacture. Two of these have their production facilities at Sunderland.

Mr. Ernest Marples, Minister of Transport, talking to local officials and representatives of Dorman, Long & Co. Ltd. while inspecting work on the 13-mile Darlington motorway during his recent tour of the North-east.

West Cumberland

We turn now to the western part of the Region, the West Cumberland industrial area, which has a population of 165,000 people and contains important contributors to the national economy. It was the scene of some of the earliest developments in the Industrial Revolution and expanded accordingly. Some of the older basic industries – for example, coal and iron ore mining and metal manufacture – have since declined, but virile new industries have appeared to fill the gaps. Some of these originated from Continental Europe, their choice of location being influenced by Government persuasion and the efforts of local bodies, in particular the Cumberland Development Council. A striking example of new industry is provided by Marchon Products Ltd. The firm existed in a small way in London and following the loss of their premises by bombing in 1940, came to Cumberland. Today, Marchon Ltd., who produce detergents and detergent additives, together with such items as sulphuric acid and phosphates, are one of the largest employers of labour in the area. Other relatively new major industries include the Atomic Energy Establishments at Windscale and Calder Hall, High Duty Alloys at Workington and a variety of smaller industries, including those located on Board of Trade industrial sites. The month of August 1964 saw the official announcement, by Thames Board Mills Ltd., Europe's largest producers of packaging board, of their intention to build a £5 million integrated pulp and board mill at Workington. This will increase substantially the national output of paper board and, of course, its location in West Cumberland will enhance the economic growth prospects of the area. The decision to locate at Workington was influenced by the Government facilities available in this development district but the firm had also noted other location advantages, including good quality labour.

Moving eastwards from West Cumberland, a visitor to the Northern Region will enter the English Lake District, where tourism constitutes a major industry. This attractive Lakeland corner of the country spreads into Westmorland and, with part of Lancashire, provides a most satisfying week-end amenity area for workers and employers in Cumberland and Westmorland, apart from its attractiveness to

(Continued on page 553)

Government assistance in Development Districts

Under the Local Employment Acts, 1960 and 1963, the Board of Trade are able to offer assistance for suitable projects providing additional employment in development districts in any or all of the following ways:

1. **by providing premises for rent or purchase;**
2. **by making a building grant of 25 per cent of the cost of erecting a new building or extending or adapting an existing building;**
3. **by making a grant of 10 per cent of the cost of acquiring and installing plant and machinery in an industrial undertaking; and**
4. **by making loans (and, in some cases, grants), for any kind of expenditure involved in setting up or expanding a business in such a district.**

In addition the Ministry of Labour can offer grants towards the cost of training labour and can pay allowances to unemployed local labour temporarily transferred to the parent works for preliminary training and to key workers transferred temporarily or permanently from the parent works to the new locality.

Under the Finance Act, 1963, investment in certain new plant and machinery in productive industry may be written off for tax purposes at whatever rate the company chooses.

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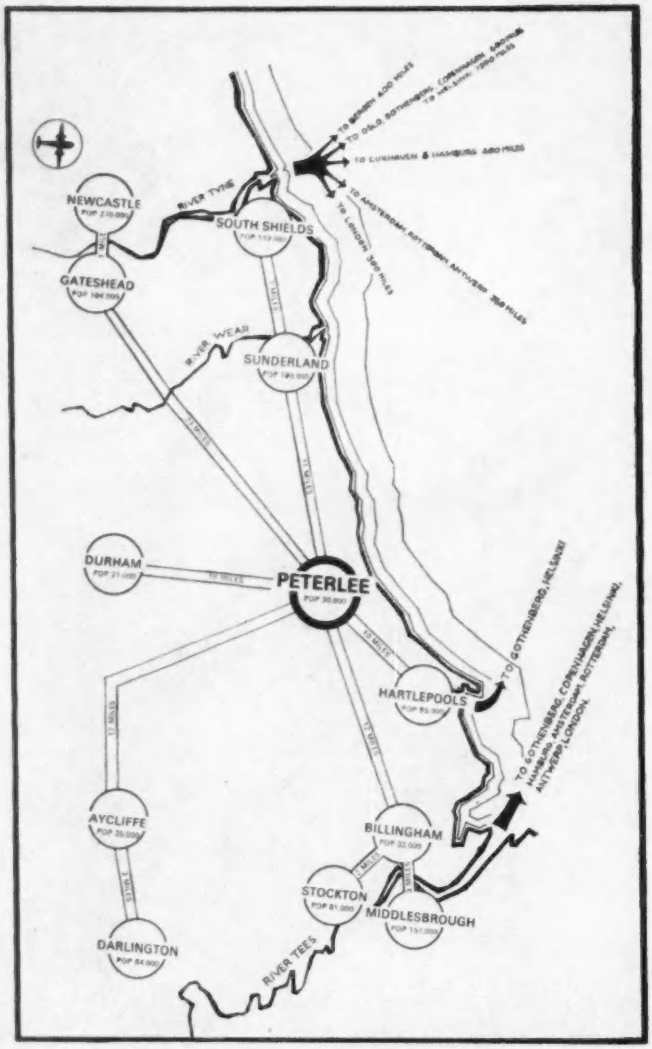

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PETERLEE DEVELOPMENT CORPORATION,
SHOTTON HALL, PETERLEE, COUNTY DURHAM

travellers from further afield, particularly from North-east England and the industrial North-west.

In both the east and the west of the Region, labour has a reputation for hard work and adaptability, is of good quality and is available because of the reduced opportunities for men in the region's traditional industries. This applies both to adult labour and to school leavers, where the problem is particularly acute. The area's traditions and engineering background provide a reserve of skills and firms new to the area have met their needs without difficulty. Firms find that people adapt themselves quickly. Industrial relations, as statistics show, are among the best in the country.

There are also reserves of female labour. The quality of this labour is illustrated by comments like those of Patons and Baldwins who have said that standards are well above those accepted as normal in other areas.

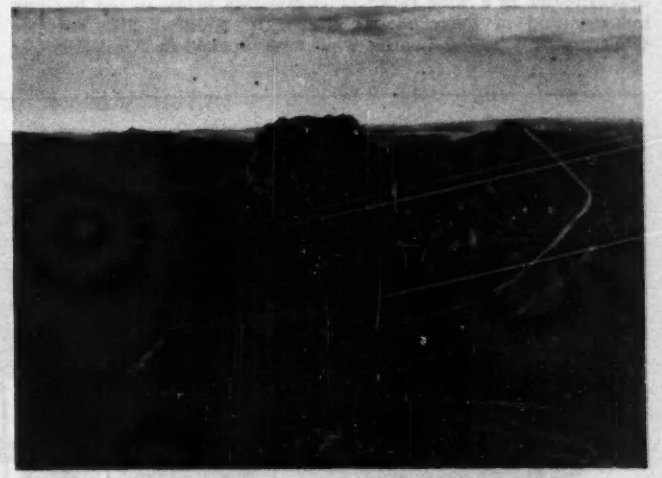
Communications

Substantial financial and fiscal inducements are available under the Local Employment Acts, 1960 and 1963, and the Finance Act, 1963, to industrialists who decide to set up in the area. The combined effects of the Standard Grants for buildings and plant, and the taxation concession known as 'free depreciation', can make a significant contribution towards the cost of an investment in the area.

Road communications have an important place in the Government's plans for the development of the North-east. The White Paper emphasized this by allotting a major part of the proposed investment in the area to the mounting of a massive additional roads programme. The sum involved totals £50 million. The major schemes to be undertaken are listed in Paragraphs 61 and 62 of the White Paper and are in the main concentrated in the North-east growth zone. The A19 will be improved to dual carriageway standard from south of Sunderland through Tees-side to Thirsk and on to the Great North Road at Dishforth. This with the Great North Road itself will provide high standard connections from the heart of the region to the West Riding conurbation and the south of England. Link roads between those two main arteries, such as A67 between Darlington and Stockton, and A690 between Durham and Sunderland, will be improved to facilitate flow within the Region. New approach roads will be constructed for the Tyne Tunnel on the south, to link up with a western by-pass of Sunderland, and on the north leading to the Great North Road, with access to the new towns of Killingworth and Cramlington, and giving access northwards into south-east Northumberland. In addition to the major schemes, allowance is made for faster improvement of roads within the towns and conurbations themselves.

The Region is traversed both in the east and in the west by British Railways' main north/south arteries, giving fast and frequent passenger and freight services to all parts of the country. There are 16 trains daily in each direction between Newcastle and London, the Talisman, for example, now taking only 4 hours 2 minutes. Export freight expresses connect with the docks in London, Liverpool, Manchester, and Hull in the region, while the Kings Cross freighter also provides next-morning delivery in the London area. Newcastle airport, only 60 minutes flying time from London, has a service of three to four flights a day in each direction. There are also regular services to Amsterdam, Dusseldorf, Belfast, Dublin, etc. Carlisle airport serves West Cumberland. Scheduled services are due to start next month from Middleton St. George – a former RAF airfield near Darlington which is being taken over, with Government assistance, by a consortium of local authorities.

Part of the production floor at Hepworths' new centre at Ashington showing northlight roof arrangement.



As this photograph of a section of Hadrian's Wall in Northumberland shows, the North-east is rich in areas of both scenic beauty and historic interest.

Invitation? Intimation? Promise?

Prophecy? Statement of fact?

The slogan franked on letter post from The Hartlepools is all of these things. Development opportunities in The Hartlepools are well worth knowing more about.

Inquiries: B. H. Belshaw, Industrial Development Officer, Municipal Buildings, West Hartlepool

Tel. Hartlepools 2161

There are two major ports giving regular world-wide shipping services. These, the Tyne and Tees, are supplemented by smaller ports on the east and west coasts.

It is very easy in the region to choose from many residential areas within easy reach of one's place of work, either in established towns, the suburbs of cities like Newcastle, or in New Towns or in the countryside. The local authorities have pursued an energetic housing development programme and are willing to help firms bringing in key workers by allocating houses, particularly in development districts.

Education and training facilities

The pattern of education in the north provides opportunities, at all levels, comparable with those in other parts of the country. The two universities of Newcastle-upon-Tyne and Durham, and the vastly expanded colleges of further education, serving the urban and rural areas, are supported by a variety of secondary schools, many of them possessing rapidly developing sixth forms. School building is proceeding as quickly as local resources and capital allocation will allow. Local authorities have their priorities well established and they are building to meet their requirements with as much speed as is practicable. Programmes of new buildings include primary as well as secondary schools to cater for new estates and to replace very old buildings. There are a number of independent and direct grant schools for boys and girls in both town and country areas, and considerable thought is given throughout the area to the needs of children who are handicapped in mind or body.

Industrial training facilities in the Region are being expanded considerably. Felling Government Training Centre was re-opened in August, 1961, as an engineering training centre, and a large scale programme of expansion is now being undertaken which will make it, by the end of this year, the largest centre in the country, offering opportunities in a wide range of engineering fields, in the building industry and in miscellaneous trades. In addition, the Tursdale Government Training Centre, which was opened in April, 1963, is now fully operative, serving mid-Durham and North-west Durham; and the Billingham Government Training Centre will open this month to cover the needs of the Tees-side area. Both Tursdale and Billingham have an emphasis upon machine shop engineering and the building trades. The total planned available places for adults per year is 1,376, and, in addition, 120 places are available for apprenticeship training in basic engineering and basic electrical work. Meanwhile a new scheme of financial assistance, to help firms in Development Districts to provide training facilities for workers, was brought into force by the Ministry of Labour on September 1, 1964. The scheme applies to firm's setting up new factories in Development Districts, to firms expanding in these areas, and to firms who are involved in substantial retraining of workers as a means of preventing redundancy in their establishments.

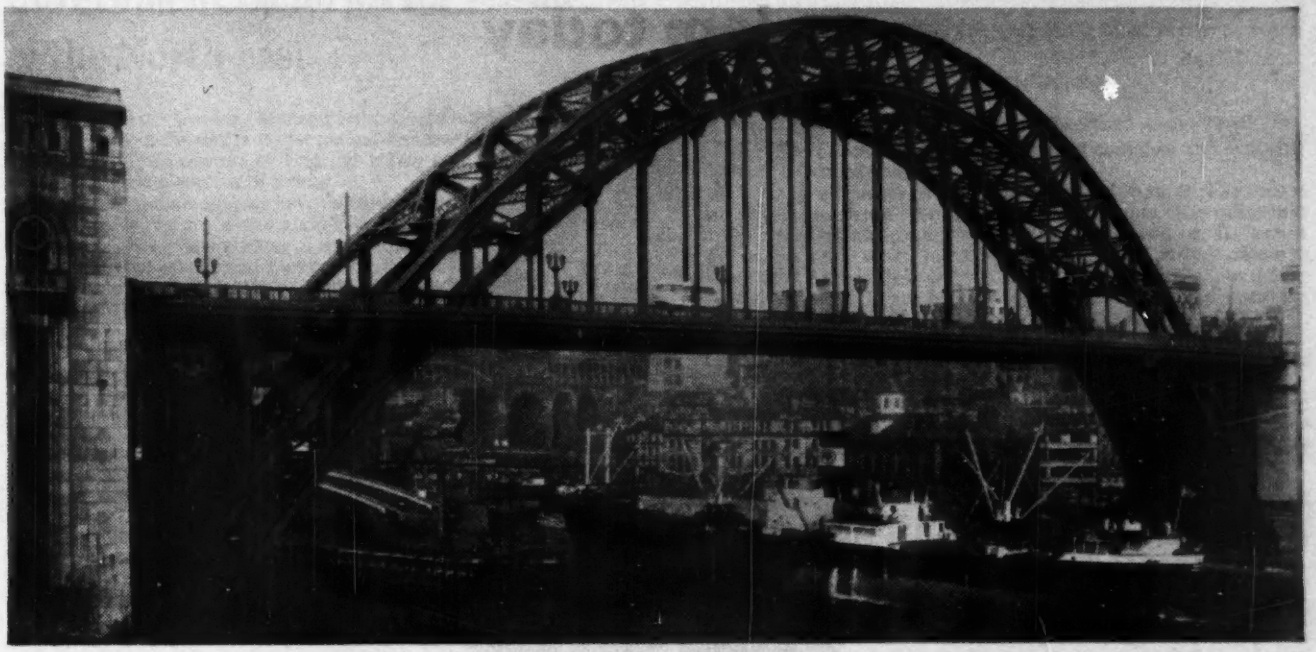
A new research institute, comparable in size with the leading institutes in the United States, has recently been established by private industry to provide technical aid to industry by undertaking sponsored research covering engineering, including nuclear engineering, metallurgy and physics.

All the conditions which the industrialist requires are available in the north. The confidence in the future which the North-east demonstrates reflects the Government's determination to pursue vigorously its programme for aiding the area's adjustment to modern conditions, and no visitor can fail to be impressed by this confidence, and by the visible signs of progress.

HRH Prince Philip becomes BPC patron

HRH THE DUKE OF EDINBURGH has become Patron of the British Productivity Council. In a message issued when he was Patron of National Productivity Year, he said: 'We can only compete with success if we can maintain a high standard of efficiency and productivity. Efficiency can only be maintained by a continuous process of improvement and innovation.'

NE
BRITAINS
fastest-growing
industrial area
an area with great industrial traditions
an area offering great opportunities to modern industry
County Durham
County Durham
provides the widest range of financial assistance for industrial development; loans from the County Council and the full benefits of Government grants and loans under the Local Employment Acts. Industrial land is cheap and essential services are amongst the cheapest in the country.
County Durham
has a wide range of industrial sites suitable for almost all kinds of industry. These include sites in the two existing New Towns and in one further proposed New Town. Special sites to meet particular requirements can be found and the County Council is prepared to assist in the provision of any essential services.
County Durham
astride all the main east coast routes, has excellent communications with, and is strategically situated in relation to, all the major industrial centres of Great Britain and the Continent; two regional airports, three major ports, fast main line rail services and a motorway now under construction.
County Durham
has a growing population; large adaptable labour force with considerable experience of shift work, a plentiful supply of boys and girls leaving school and good training facilities of all levels. Housing for keyworkers and staff is readily available in all areas, including the New Towns.
County Durham
has space for uncongested living, space for recreation and facilities for a wide range of cultural activities. Beautiful upland scenery, quiet agricultural villages, historic buildings and with three National Parks within easy travelling distance Durham is a good place in which to live and work.
WRITE TODAY for details to: County Planning Officer, County Hall, Durham. Telephone: 4411



Letter from Newcastle

A young businessman living and working in Northumberland writes—

"After two years' experience of Newcastle, I understand what Arnold Bennett meant when he described it as '*a city passionate and highly vitalised*.'

It is a fine northern town full of interest and activity. You will see many new buildings going up on every hand—the first stages of an extensive redevelopment which will make Newcastle one of Europe's most modern cities. Examples are the impressive new Civic Centre and, just across the road behind the Haymarket, the new science block, library and arts buildings for the University.

Yet Newcastle is still small enough to have a real sense of community about it, and opportunities for leisure activities abound. For example, the city has its own orchestra, the Northern Sinfonia, two professional theatres and a number of art galleries. If you prefer a more active cultural life, there are scores of amateur groups of various sorts. Among these is the People's Theatre Arts Group which presents plays, films, music and art in its new £175,000 Arts Centre. There is plenty of sport, too. In and around the city, cricket, tennis, squash, athletics, rowing and golf clubs flourish. We have soccer and rugger teams to be proud of and we can sail at the coast, just twenty minutes' drive away.

Above all, living is not so expensive up here—and you can work in Newcastle and live in the country without hours spent commuting.

Which brings us to the countryside of Northumberland. Northumberland is England's fifth county in size—but only sixteenth in population. It offers you space on a scale you just can't find further south in this tight little island of ours. The miles of open roads are perfect for motoring, and rolling empty beaches stretch right up to the coast of Scotland. In the north west, the county is bounded by the Cheviots, a walker's paradise, and in the west by the Lake District, only two hours away by car. And all over Northumberland you'll find perfect and unselfconscious villages with names you last met in the Border Ballads.

The Border is the ruling factor in Northumberland's rich and turbulent past. You can rediscover history at the old romantic island of Lindisfarne, or walking by the Roman Wall. You find it in Old Berwick, in rugged and majestic castles like Bamburgh.

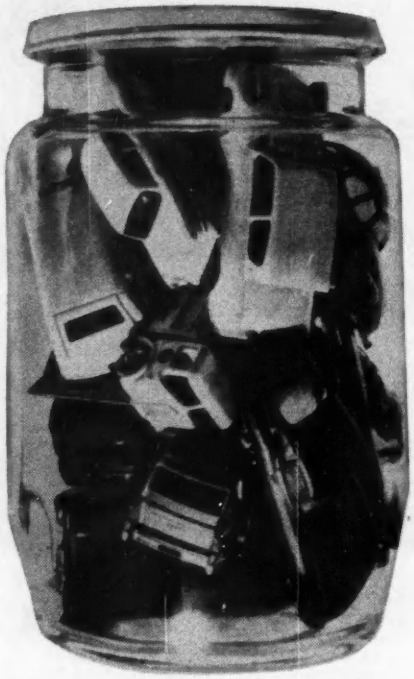
I think you would like both the spacious countryside of Northumberland and the atmosphere and character of Newcastle itself, of which John Wesley observed '*I know no place in Great Britain comparable to it for pleasantness*'."

Procter & Gamble Limited on Tyneside. The Company's headquarters, its research establishments and one of its three factories are all located at Newcastle and half the Company's people live and work on Tyneside.

PROCTER & GAMBLE

GOSFORTH, NEWCASTLE UPON TYNE · MAKERS OF SOAPS · DETERGENTS · COOKING FATS AND ALLIED PRODUCTS

Jam today



but not on our roads!

Many firms new to the North East already earn substantial profits. One of the reasons is that air, rail and port facilities are excellent—and roads are comparatively uncluttered.

Roads will keep abreast of overall development in the region with such projects as the Durham Motorway, the Tyne Tunnel and its approach system, and special roads in the new growth areas. The **ports** of the North East are being expanded and improved so that they will be second to none. Modernised **railway** services are comprehensive both for freight and passengers. **Air** facilities are fast expanding.

The North East offers much else as well. There is plenty of space for all kinds of new industry—and both fully serviced sites and ready-made factories are available. Financial assistance includes free depreciation, and claims can be made for outright grants of 25% for buildings and 10% for plant. And a hardworking, adaptable labour force is ready to serve new manufacturers.

These are some of the reasons why new firms are doing very well. Now is the time to join them to benefit fully from the growing prosperity of the **new** North East.

For further information
ask your secretary to write to
The North East Development Council
20 Collingwood Street
Newcastle upon Tyne 1

stake your claim in the North East now

Government factories for rental in the North-east

THE INDUSTRIAL Estates Management Corporation for England develops and administers Government-financed industrial estates and sites in those regions of England where contracting traditional industries create a surplus of labour.

Many expanding industries have recognized the value of establishing plants in these regions where good supplies of willing and adaptable labour with a long background of engineering skills are available.

The industrial estates and sites are located principally in the North-east, Cumberland, Lancashire and Merseyside, and Devon and Cornwall. The Corporation has built 19,000,000 sq. ft. of factory space in these areas which is occupied by 400 tenant firms engaged in the manufacture of a wide range of products. Over 96,000 people are employed.

The Corporation is at present building or about to build a number of factories in advance of requirements. They are located in 'development districts' and are designed to meet the demands of all types of medium and light industry. They may be leased for 21 years or purchased on a freehold or leasehold basis depending on siting, and are eligible for 25 per cent capital grant if purchased prior to completion. Land is allowed for at least 100 per cent future expansion. Machinery grants, 'depreciation holiday' and BOTAC loans and grants are available.

Rents range from 4s. to 4s. 9d. per sq. ft.

Locations and brief specifications are as follows:

The Hartlepools Industrial Estate, Co. Durham

A 26,470 sq. ft. unit is under construction. Completion is scheduled for early 1965.

It has a single storey production area of 21,000 sq. ft. with a clear working height of 17 ft. 0in. to 18 ft. 6in. The roof is of steel decking with lantern lights and ventilators over. Allowance is made for the support of two 10 ton cranes. The single storey office block has an area of 2,500 sq. ft. Ancillary buildings, including boiler and transformer houses, store, time office, male and female toilets, switch, first-aid, rest, cloak and tea rooms, have a total area of 3,180 sq. ft. Heating is supplied by L. P. Hot Water through unit heaters and convectors. Services into factory – Electricity 200 kVA. Gas 1,500 cu. ft. per hour. Water 8,000 gallons per day.

A 14,000 sq. ft. unit is almost complete and is available for immediate occupation. It has a single storey production area of 10,000 sq. ft. The roof is of patent metal decking with continuous roof lights. The two storey office has 2,000 sq. ft. on each floor. Clear height of 14 ft. 6 in. to 17 ft. 0 in. is allowed over the production area. Space heating is provided by oil fired warm air heaters. Services into factory – Electricity 100 kVA. Gas 1,000 cu. ft. per hour. Water 3,000 gallons per day.

Chester-le-Street, Co. Durham (On the A1 highway 5 miles south of Newcastle-upon-Tyne)

A 51,171 sq. ft. unit is under construction on an individual site. Completion is scheduled for early 1965.

It has a single storey production area of 42,000 sq. ft. with a clear working height of 17 ft. 0in. to 18 ft. 6 in. The roof is of steel decking with lantern lights and ventilators over. Allowance is made for the support of four 10 ton cranes. The two storey office block has an area of 4,410 sq. ft. Ancillary buildings, including boiler and transformer houses, store, time office, male and female toilets, switch, first-aid, cloak and tea rooms, have a total area of 3,930 sq. ft. Heating is supplied by medium pressure hot water through unit heaters and convectors. Services into factory – Electricity 400 kVA. Gas 2,000 cu. ft. per hour. Water 15,000 gallons per day.

Shildon, Co. Durham (7 miles from Darlington)
and
Blyth, Northumberland (12 miles north of Newcastle-upon-Tyne)

A 10,000 sq. ft. unit at each place is almost complete and available for immediate occupation.

Each has a single storey production area of 8,000 sq. ft. The roof is of patent metal decking with continuous roof lights. The office and ancillary area has, at ground floor, an area of 2,000 sq. ft., and a further area of 2,000 sq. ft. suitable for storage or additional offices at first floor level. Clear height of 14 ft. 6 in. to 17 ft. 0 in. is allowed over the production area. Space heating is provided by oil fired warm air heaters. Services into factory – Electricity 100 kVA. Gas 1,000 cu. ft. per hour. Water 3,000 gallons per day.

Construction of three further 'Advance' factories is about to commence at:

West Simonside, Jarrow, Co. Durham	(51,171 sq. ft. unit)
Barrow-in-Furness, Lancashire	(26,470 sq. ft. unit)
Falmouth, Cornwall	(26,470 sq. ft. unit)

Specifications are as for identical units quoted above.

Due, in many instances, to expansion by tenant firms, existing factories become available from time to time at rents ranging between 3s. and 4s. 6d. per sq. ft. Currently available in North-east England are:

Team Valley Estate, Gateshead

A steel framed brick built single storey factory with two storey office block. Total floor area 13,691 sq. ft. The production area is 11,527 sq. ft. and has a clear height of 10 ft. 0 in. to 16 ft. 0 in. Heated by independent low pressure hot water system.

A single storey steel framed brick built factory of 6,950 sq. ft. The production area is 6,464 sq. ft. and has a clear height of 11 ft. 6 in. May be partitioned to provide offices. Heated by communal low pressure hot water system.

A single storey steel framed brick built factory section of 1,500 sq. ft., including toilet and storage accommodation. Production area has 11 ft. 6 in. headroom. Heated by communal low pressure hot water system.

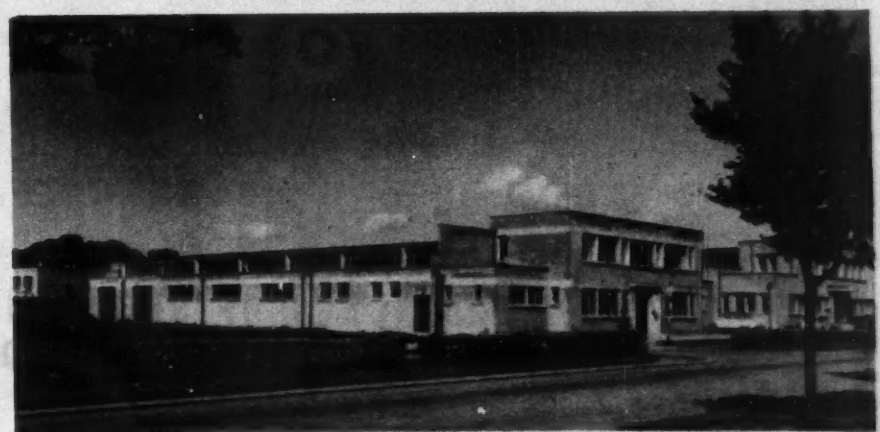
Skelton Industrial Estate, Cleveland (11 miles east of Middlesbrough)

A steel framed and brick built factory with single storey production area of 11,936 sq. ft. and clear headroom of 12 ft. 0 in. to 14 ft. 6 in. Two storey office block of 3,680 sq. ft. Heated by independent low pressure hot water system.

Bowesfield, Stockton

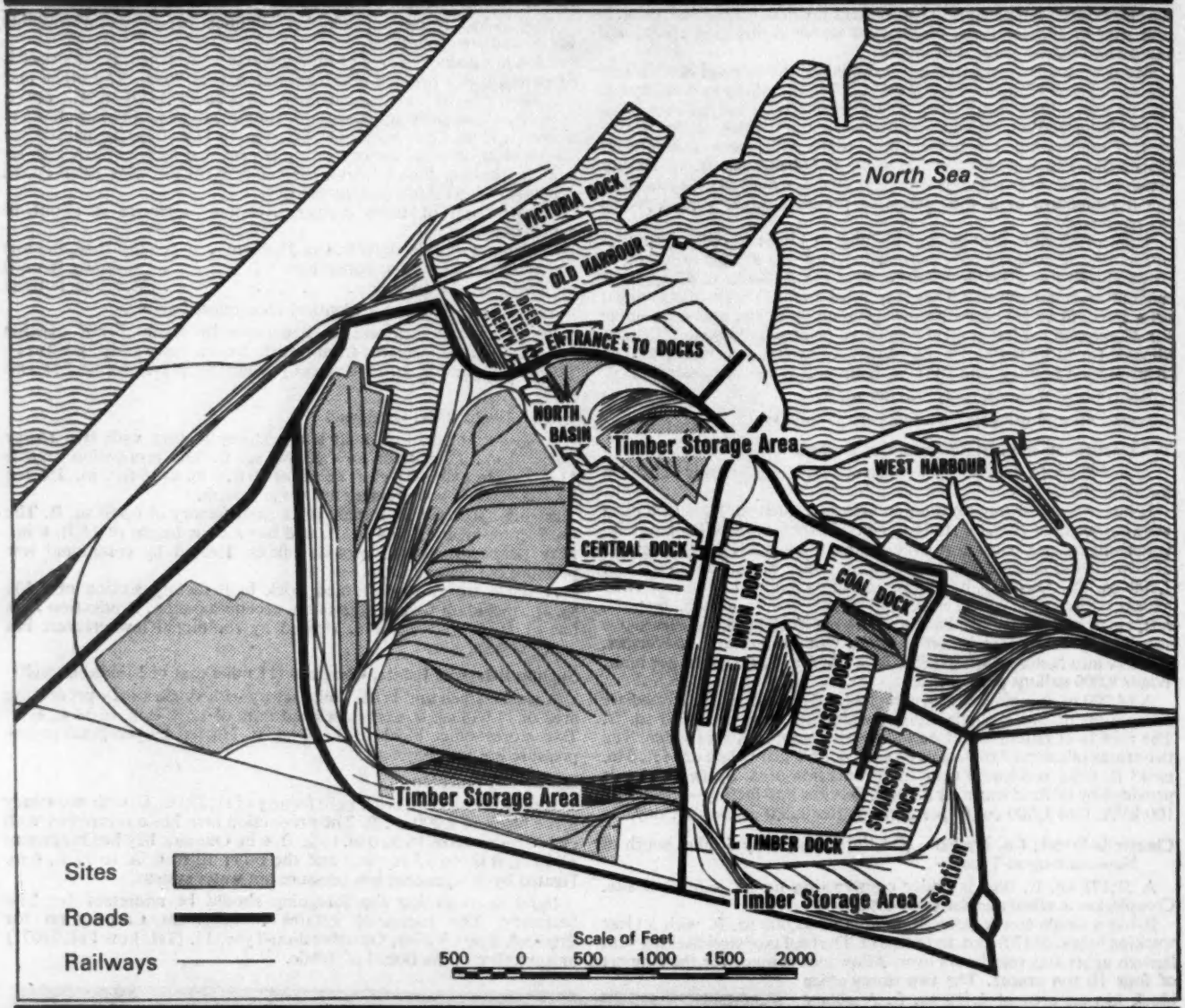
A steel framed and brick built factory of 19,770 sq. ft. with two storey office block of 4,070 sq. ft. The production area has a centre bay with clear headroom of 18 ft. 0 in. to 22 ft. 6 in. One side bay has headroom of 13 ft. 0 in. to 17 ft. 6in. and the other 10 ft. 0 in. to 17 ft. 6 in. Heated by independent low pressure hot water system.

Inquiries regarding the foregoing should be addressed to: The Secretary, The Industrial Estates Management Corporation for England, Team Valley, Gateshead-on-Tyne, 11. (Tel. Low Fell 76071) or any office of the Board of Trade.



A view of the 13,691 sq. ft. factory at Team Valley Estate, Gateshead, which is available for immediate occupation.

HARTLEPOOLS DOCKS



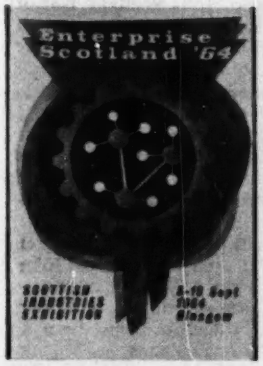
FOR NEW AND EXPANDING INDUSTRIES

196 ACRES OF SITES AND BUILDINGS NEAR QUAYSIDE FOR DEVELOPMENT

BRITISH TRANSPORT Docks

Write for illustrated brochure to
Docks Manager, Middlesbrough and Hartlepools Docks, Mainsforth Terrace, West Hartlepools. Tel. 2181

Enterprise Scotland '64 — 'a grand piece of national salesmanship'



SCOTTISH businessmen were urged to match their enterprise at home with enterprise in other lands when HM the Queen opened the Scottish Industries Exhibition in the Kelvin Hall, Glasgow, on September 3. She described the exhibition, which is open till September 19, as 'a grand piece of national salesmanship', and added that people who came to it would go home with a much better idea of the true extent of Scottish enterprise. Their eyes, she said, would be opened to our high standards of technical achievement.

The title of the exhibition – 'Enterprise Scotland '64' – really sums up the mood of the country. Anyone who has not visited Scotland since the last exhibition in 1959 will find this very apparent, particularly in the number of development projects completed or nearing completion. The Forth road bridge is, of course, the most dramatic of these, but there is also the huge new drydock at Greenock on the Clyde under which there are now two vehicle tunnels; one of the biggest and most modern steel strip mills in Europe; a multi-million pound pulp and paper mill at Fort William; the re-establishment of the motor car industry; the rapid expansion of the petro-chemical industries and also of the electronics industry which has doubled its size since 1959; the growth of the new towns. To all of this must be added, since last November, the Government's redevelopment plan for Central Scotland.

In the eyes of many people, including the exhibition organizers, this adds up to a second industrial revolution. A tour of the stands in Glasgow's Kelvin Hall seems to support this view, for here are represented industries which were foreign to Scotland only a few years ago. It is also very clear that these are in addition to, and not instead of, traditional Scottish industries like shipbuilding, textiles, heavy engineering, whisky and other happily familiar products. Note, too, the air of confidence and optimism among the standholders and there you have the justification for one Scottish newspaper's statement that 'Scotland is on the edge of a boom'.

(*Continued on next page*)

HM the Queen and HRH the Duke of Edinburgh looking over a model shipyard on the stand at Lithgows Ltd., the Glasgow shipbuilders, after the opening ceremony of Enterprise Scotland '64.

HM the Queen at the opening ceremony of Enterprise Scotland '64.

Taking part in the exhibition are 245 firms, all meeting the strict rule that they must manufacture in Scotland. But happily we are away from the endless lines of shell stands with only the glamorous female attendants to bring relief to miles of machines and their products. They are there in plenty, for this is a selling exhibition and more than 70,000 buyers' (almost twice the 1959 total) tickets have been supplied to prove it. But it also aims at providing an attractive presentation of what is happening in Scotland today to Scots and to visitors from all over the world – perhaps as many as half a million of them. It is, in fact, a shop window for Scotland, as well as for Scottish industry, stretching for three miles.

Entering the Kelvin Hall, one's view of the exhibition is the Hall of Heritage dominated by a 27 feet high figure of a knight flanked by the sword of Sir William Wallace and the stone of destiny. From there one passes through the Gallery of Discoverers – Scots like Henry Bell, Adam Smith, John Logie Baird, Watson Watt and Sir Alexander Fleming. From the past and the recent past one is then plunged into the present and future with the central feature of the exhibition, a huge symbolic representation of a nuclear pile. This is the figure of enterprise and of power, the key to progress and prosperity.

Leading from these halls are the sections devoted to different groups of industry – consumer goods (including a luxurious double bath with gold fittings and a bracket to hold a champagne bottle); electronics where the visitor can see himself appearing on Scotland's first demonstration of colour television; precision engineering; heavy engineering and power with stands showing giant earth-movers and steam plants for nuclear propulsion of merchant ships. Then to the last of the special halls – the Hall of Cloth – where from cones set in the floor 30-feet lengths of tweed, suiting, mohair and other products of Scotland's textile industry reach up to the ceiling.

Many of the products on show are putting in their first public appearance – two new models in a washing machine range (Acme Domestic Equipment Ltd., Greenock); a 40-ton capacity erection crane (Sir Wm. Arrol and Co. Ltd., Glasgow); the 'quietest, smallest, lightest, rotary compressor ever made' (Consolidated Pneumatic Tool Co. Ltd., London); a letter-box which stacks mail in a neat pile (Archibald Low and Sons Ltd., Kirkintilloch); a liquid which the makers claim eliminates the school teacher's bugbear of chalk dust in the classroom (Wilson and Garden Ltd., Kilsyth); and the latest thing in package boilers (Yarrow and Co. Ltd., Scotstoun). But the organizers have themselves selected what they consider to be the worthiest new product and have given the 'Enterprise Award', a handsome silver trophy, to a building insulation material developed in Stirling (Cape Insulation and Asbestos Products Ltd., London). Known as Rocksil it is made by careful processing and blending of dolomite rock and fireclay with other chemicals to produce a fibre with insulating properties for temperatures from sub-zero to 1,400 degrees F. Recently it was considerably improved and is now available at half the weight of the original.

Whisky, still Scotland's top dollar earner, is naturally well to the fore as also is the carpet industry – not perhaps so glamourized but nevertheless an important Scottish exporter both in the traditional Axminsters and Wiltons and the newer tufted styles. And there is romance in the industry, for one Glasgow firm boasts regular shipments of prayer mats to the East. Shipbuilding, for so long the mainstay of Scotland's economy, concentrates on demonstrating its modernization programmes which have given a link between the traditional and the new with the increasing use of computers and other electronic devices in the yards of the Clyde. Electronics, the brightest and fastest growing of Scotland's new industries, perhaps occupies more stand space than any other single industry. Certainly this is true if one includes the representation of office machinery, much of which seems almost as complex as the most advanced computer. A rather novel electronic device is the water-ski chair which makes its debut at the exhibition. This is designed to launch the beginner safely and smoothly on his way, after which it automatically homes back to the beach or landing stage for the next customer (Lander Equipment Co., Glasgow).

This then is 'Enterprise Scotland '64', described by Lord Clydesmuir, chairman of the exhibition committee, as 'one of the greatest spectacles Scotland has ever seen'. Some critics have said this show should have been staged in New York or Paris rather than Glasgow, but in fact a home site is clearly the best for this exhibition. It says in effect that a lot of hard work has been done by a lot of people in Scotland in the past five years – come along and see what we have to show for it.

Forth road bridge a milestone in Scottish history

A THING of grace and beauty; a great technical achievement; a superb example of what the industrial designer can do with modern materials and techniques. These are just three examples of the sort of thing people have been saying about the new Forth road bridge, opened on September 4 by HM the Queen. The opening of this, the fourth largest bridge of its kind in the world, gives Scotland two of the finest bridges in the world side by side, but more important it spans an estuary which has been a communications barrier for centuries.

The opening of the railway bridge some 70 years ago made the first real breach in the barrier if we discount the 900 year old ferry. Later there was the compromise Kincardine bridge, but this still meant an hour's drive for anyone travelling by road from Edinburgh and the Great North Road into industrial Fife and the north. Now the barrier is down and we must look for the benefits the new bridge is expected to bring.

First, it means an end to the almost insular position of the ancient kingdom of Fife and, in the words of County Convener John McWilliam, the dawn of a new era of prosperity. Because of transport difficulties, new industry was at one time reluctant to consider Fife, but since a start was made on the bridge there has been a steady flow of companies, British and foreign, opening branch plants. Financial encouragement from the Government and the scheduling of Central Fife as one of the growth points of the Central Scotland Development Plan have made the area more attractive of course, but the bridge has still been a factor in the minds of industrialists. Last week the executive director of what will be Europe's largest bacon and pork factory when it shortly goes

HM the Queen and HRH the Duke of Edinburgh step ashore at South Queensferry after making the historic 'Last official crossing' of the Queensferry passage which has been operating for 800 years.

The Forth Road Bridge – Europe's longest suspension bridge – opened by HM the Queen on September 4.

into production in the new town of Glenrothes stated that the Forth road bridge had been a definite factor in his company's considerations. A few days earlier an executive with a giant electronics concern which has set up a factory near Cowdenbeath said it was possible they would never have done so if there had been no bridge.

The bridge provides these and other industries with a direct, easy and cheaper link with the main trunk roads south and with the airports and docks at Edinburgh and Glasgow. It also makes Fife a more attractive place for the people who are to work in these factories, particularly the executive class who in most cases are transferred from parent factories in England or the United States. The sort of entertainment, shopping and the other social and educational facilities they demand are now within half an hour's journey in Edinburgh. Dalgety Bay, on the south coast of Fife, has been chosen as the site for a new town, specially designed for the executive and is expected to house about 10,000 people in almost Riviera style.

The tourist industry is also expected to reap early benefits from the bridge, both as an attraction for its own sake and as an easing of travel to the Highlands and the far north. No longer will they be faced with anything up to two hours delay waiting in queues for the ferry. But it is as a vital link in the national road system that the bridge is most important, particularly when the new bridge over the Tay at Dundee is completed in 1966 and the planned new road is opened through to Perth. Together these things add up to a great impetus for the development of Fife and the economy of north-east Scotland as a whole. Little wonder then that the opening of the Forth road bridge is generally regarded as one of the great milestones in Scottish history.

Scottish orders for Scottish switchgear

THE NORTH OF SCOTLAND Hydro-Electric Board announce that in the past twelve months they have placed orders worth about £500,000 for 11,000-volt and 33,000-volt switchgear, of which a substantial part was awarded to South Wales Switchgear Ltd., whose Scottish Division has two factories on the Carntyne Industrial Estate, Glasgow.

Among the more recent of these contracts was an order for a seven-panel 11,000-volt switchboard for a substation at Kincorth in the Aberdeen area.

The best in billposters on show in Glasgow

THE BEST efforts of poster artists went on show in Glasgow on September 2. The top posters of 1963-64 were selected by the Council of Industrial Design, London, in the annual British Poster Design Awards, and were presented as an exhibition by the Council's Scottish Committee in the Glasgow College of Printing, North Frederick Street.

Industrial activity in Fifeshire

Assembling a 96-inch diameter butterfly valve for cooling water control at a new power station at the Elliott-Automation's factory at Cowdenbeath, Fifeshire. Plans are already in hand for the extension to this factory and an intensive training programme is under way to provide the basis for a new electronics industry for what will eventually be a factory with an area of 250,000 square feet. This is just one example of industrial expansion in the kingdom of Fife. In the Lochgelly area the county authority are carrying out a land reclamation scheme—flattening out almost mountainous slag heaps—for industrial, housing and agricultural development.

Scotland: a lively picture of growth and change

—Mr. Edward Heath

'This is my fourth official visit to Scotland and I am more impressed than ever with the atmosphere of progress and activity,' Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, said at a dinner with the Committee of the Scottish Industries Exhibition, in Glasgow, on September 7.

'New roads, bridges, factories and houses are springing up everywhere,' Mr. Heath said. 'This activity in the construction industry is especially important because it is the visible sign of all the changes that are taking place. This is what Scotland needs most – of what is now most evident here – liveliness, flexibility, growth and change.'

Suggesting a return to an earlier pioneering and aggressive tradition, he said that the Scottish Council and Chambers of Commerce had shown great initiative in sending missions overseas. He hoped their efforts would be followed up vigorously.

'Scotland already makes a sizeable contribution to Britain's export performance – it has been estimated at £370 million a year – close to 9 per cent of the total. But Scotland could do better still. Short hauls to east and west coast ports provide good opportunities.

'To seize these opportunities Scotland, like some other parts of the country, needs new management techniques, new methods, new firms, new industries – most of all new attitudes. The whole of Britain must recognize these needs – and accept – that, as Johnson said, "No change was ever made without inconvenience even from worse to better".'

Mr. Heath said that because its industrial growth had lagged behind, even greater changes were needed here than in some other parts of Britain. Scotland had been especially dependent on certain old-established and basic industries. These would continue to be important, but they would not be as predominant as they were. They could no longer be the whole basis for Scotland's industrial prosperity and their relative importance must decline.

The great resources of skill and enterprise which they had largely monopolized in the past would provide a basis for the growth of newer and more varied industries. Scotland was fortunate that her economy was already strong in some of the newest and most rapidly developing industries – those which seem to offer great potentialities of growth in the second half of this century – oil, petrochemicals, cars, electronics, office machinery, and, he added, tourism.

Electronics was one of the most striking examples – its annual output in Scotland was now some £20 million. The employment it gave had grown by two thirds over the last four years. This gave a revealing glimpse of the extent to which Scottish industry had diversified in recent years.

'Scotland is well fitted to take the leading place in these industries which are themselves leading our industrial advance,' Mr. Heath said. 'There are the brains and the resources here, new industries, new firms. Transport is improving fast. The new Forth Bridge is only the most notable among many improvements to Scotland's communications. We recognize too that first-class air communications are important. You already enjoy good services, both internal and external. By the early 1970's we shall have first-class road links – motor way and dual carriage way – all the way from Glasgow to London.'

Mr. Heath went on to stress that Scotland and Scottish industry are a closely knit part of the United Kingdom.

'Ours is a small and compact country. The different regions are closely linked in their industrial existence and in their prosperity. Some people tend to talk as though Scotland is far away from the South-east. And I must add that some people here talk as though the markets of the midlands and the South are a long way from Scotland. But compared with the distance, say, from Chicago to New York, all the regions of Britain are next door neighbours.

'Indeed we are fortunate that congestion in the south east of these islands is matched by available resources in Scotland and some other regions. These resources give us the opportunity to go on growing. They provide the key to many of our problems of congestion and strain. We need to make the fullest use of them. To do so is not only in Scotland's interest. It is in the interest of the whole of the United Kingdom. I think that this is being more and more recognized.'

He said that the factory he opened in Glasgow that morning was for a comparatively new firm – Chard – which had built up its success in London since the war, which expanded with Scotland in 1960, and which had now decided to transfer its production to a larger Scottish factory. The factory he was opening at Dalkeith the next day was for the very old-established firm of Letts, the diary promoters, who had decided after 170 years that there was no more room in London and that their expansion must be in Scotland.

Both these projects showed in their different ways that the industrial interdependence of Britain was coming to be more and more recognized. This was an essential condition for the success of our regional policies which set out to correct the lack of balance in our industrial distribution.

'We have long-term trends to correct,' Mr. Heath said. 'A good start has been made. The two programmes produced in November, 1963 for Central Scotland and North-east England are the first steps. The main feature of these two plans is the priority which they give to their areas in public investment. These areas will have 18 per cent of the whole United Kingdom public investment, though they have only 13 per cent of its population. The help we give to firms expanding in, or going into, these areas will go on, until we have real evidence of sustained improvement.

'More generally – and this is something to which I give special importance – we mean to ensure that in shaping our national economic policies we give regional factors their full weight. An example of special interest to Scotland is the location of research and development work. The Scottish Council in their memorandum earlier this year argued powerfully in favour of more research and development work in Scotland, whether sponsored by the Government or undertaken on its own initiative by industry. This sort of question involves a number of Departments – in addition to the Board of Trade. We are now jointly studying this. We recognize its importance in helping to bring about a more even distribution of economic activity.'

Scottish industry, he added, must itself extract every ounce it could out of the resources of scientific knowledge and scientific manpower which already existed in Scotland, waiting to be used.

Mr. Heath also referred to the part played by regional considerations in such national policies as the future location of universities and places of higher education and, in a quite different field, in contacts with the National Ports Council.

Mr. Heath went on to speak of the South-east study. 'I know that

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: Management and Technology **3s.** (*3s. 4d.*), Training Made Easier **2s.** (*2s. 3d.*), The Older Worker and his Job **1s. 3d.** (*1s. 6d.*), Ergonomics of Automation **3s. 6d.** (*3s. 10d.*), Automation and Skill **3s. 6d.** (*3s. 10d.*), Woman, Wife and Worker **2s.** (*2s. 3d.*). Training the Adult Worker **3s. 6d.** (*3s. 9d.*), How Research Can Help Training **1s. 6d.** (*1s. 9d.*) *Prices in brackets include postage.*

Government publications can be purchased over the counter or by post from the Government Bookshops in London, Edinburgh, Manchester, Birmingham, Cardiff, Bristol and Belfast, or through any bookseller

HMSO

some people have been disturbed by it,' he said. 'This is not a programme to encourage growth, like the programme for Central Scotland and North-east. But 18 million people already live in South-east England. We must provide for the needs of a growing population there. And though we are confident that programmes for Scotland and the North-east will be successful, we cannot expect emigration to the South-east to stop at once. But there are important safeguards for the development of the other regions.

'First of all, the developing regions where the needs are greatest, have a long start. Major schemes in the South-east will not make their full demands for capital until the '70s. We stand by our I.D.C. policy in the South-east. Only projects which clearly cannot move right out will be considered for I.D.C's there.

'As I have said the North-east and Central Scotland are getting priority in public investment. Even if we had to moderate public investment as a whole, we shall maintain their programmes as long as the resources are there. We shall maintain our inducements in the growth areas both in Central Scotland and the North-east until we are clear that growth is soundly established.'

All these safeguards gave Scotland great opportunities over the next ten years. Great efforts were already being made in many fields. The vast reconstruction schemes which were in progress in Glasgow had impressed him enormously. The clearance of derelict sites was of intense importance. Scotland must create surroundings which were attractive to live in.

If they wanted their best men to stay there – even more if they wanted others to come – Scotland must offer them a clean, new, modern environment in place of the debris of the old. Scotland must offer them, too, new habits of thought, which look to the future. It must offer them a feeling of confidence and of readiness to change.

'As I have said, Scotland has great resources of brains, education and skill,' Mr. Heath said. 'It is well adapted to take advantage of the growth of the newer industries. It has space for industry and space for leisure – two things of which the South-east is very short indeed.

'It can seize industrial opportunities, and it can seize leisure opportunities, too. Over the next twenty years our population may expect to have much greater leisure, longer holidays and twice as many motor cars. There will be great scope for tourism in Scotland.

'There are plenty of ideas bubbling up in Scotland. Scotsmen have pioneered all over the world. They now have their chance to pioneer in Scotland in industry, in research, in education. The facilities and the finance are there, if the will is there to use them. We are backing you wholeheartedly. We shall continue to so do. We can all help in this exciting task of erecting the Scotland of the future.'

Chard of London Ltd.

Speaking at the opening of Chard of London Ltd.'s new shirt factory at Queenslie Industrial Estate, Scotland, on September 7, Mr. Edward Heath said: 'Yours is a new and lively firm. You have built up a rapid success in a lively and growing industry. First you expanded from London into a Scottish factory. Now you are so satisfied with your experience in Scotland that you are expanding here – moreover you are proposing to transfer your production here from the congested south east.

'All this adds up to the Board of Trade's picture of an ideal firm. I had hardly realized that such perfection could exist.'

Charles Letts and Co.

At a luncheon following the opening of Charles Letts & Co.'s factory at Dalkeith, on September 8, Mr. Heath said: 'The policy of promoting industrial growth away from London is vital to the future of the whole country. We are doing our utmost to bring this home to industry in the south. And it is a heartening indication of the growing success of this policy that a firm so deeply rooted in London as this should now look to Scotland for its expansion.

'For you it is a bold and far-sighted decision. It is right that a firm in your line of business should be forward-looking.

'You are already busy selling us 1965, and you yourselves have for several months been living and working in 1966.'

Mr. Heath visits Scotland and Berwick-upon-Tweed

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development, visited Glasgow, Edinburgh and Berwick-upon-Tweed on September 7 and 8.

On September 7 the Secretary of State visited Yarrow's shipyard and the Queenslie industrial estate, Glasgow, where he saw a Board of Trade factory leased to J. & T. Boyd Ltd., and opened a new factory for Chard of London Ltd. In the afternoon he visited the Scottish Industries Exhibition and attended a reception at the Glasgow Design Centre. In the evening he was present at a dinner given by the Scottish Industries Exhibition Organizing Committee at the Central Hotel.

The Secretary of State left Glasgow on September 8 to visit the British Motor Corporation's works at Bathgate before opening the new Charles Letts factory at Dalkeith. In the afternoon he travelled to Berwick-upon-Tweed by helicopter, where he met the Mayor and Burgh Council and inspected the road communications serving Berwick.

Another advance factory for Scotland

Less than a year ago Atlas Hydraulic Loaders Ltd. was formed as a company to market hydraulic excavators and loaders in the United Kingdom, and eventually to manufacture them here. They were offered by the Board of Trade advance factories in various parts of the United Kingdom, and they have now decided on a new factory situated in Blackwood, 20 miles south of Glasgow and alongside the main A74 Glasgow-Carlisle motorway.

The Blackwood factory is of some 23,000 square feet, and the firm have taken an option on ground space which allows for 500 per cent expansion and still leaves a considerable proving and testing ground.

New project for Dumbarton

A NEW FIRM, Lomond Joinery Ltd., are to start production of timber doors and window frames in a factory of 50,000 sq. ft. on the Broadmeadow industrial estate at Dumbarton in Dumbartonshire in Scotland. The factory is being built by the Dumbarton Council for the firm and two acres of additional land have been reserved for future expansion. Production will start early in November and employment will be provided initially for 50, building up eventually to 100.

The new firm are to take advantage of assistance offered by the Board of Trade and have applied for financial assistance.

£1,350,000 developments in Scottish wool textile industry

THE FIRST PHASE of what is said to be one of the largest single expansion and modernization projects undertaken in the Scottish wool textile industry was completed at the end of August. It involved an expenditure of £1,350,000 in three towns: Kinross (Todd & Duncan Ltd.), Galashiels (Laidlaw & Fairgrieve Ltd.) and Selkirk (Brown, Allan & Co.).

At Kinross a new £250,000 spinning plant adjoining the existing mill has been completed and the first machines are being erected. Altogether new machinery to a value of £500,000 is being installed. To cope with the increased output a new £80,000 extension to the existing dyehouse has also been built.

Todd & Duncan will be taking on additional employees to staff the new plant. A second phase involving similar expansion, is scheduled for completion by next February.

In Selkirk some £250,000 has been spent re-equipping Brown, Allan & Co. with advanced machinery. This modernization will considerably increase output of fine single yarns for the women's knitwear industry. A new £120,000 dyehouse and research laboratories have also been built.

At Laidlaw & Fairgrieve Ltd., Galashiels, which specializes in the production of two-ply Shetland and fine lambswool yarns and also specialist weaving yarns, £150,000 has been spent on machinery modernization and quality control.

NI Prime Minister's Continental tour

CAPTAIN TERENCE O'NEILL, Prime Minister of Northern Ireland, is expected to return today from a twelve-day Continental tour to promote Ulster as an area for industrial development. He visited Holland, Belgium, Luxembourg and West Germany.

Captain O'Neill's tour began by a visit to the Fokker Aircraft Works near Amsterdam. He was also due to visit the artificial fibre company A.K.W. at Arnhem in Holland, a steel works in Western Germany and the Du Pont project in Luxembourg.

Senegalese Minister to visit Britain

MONSIEUR HABIB THIAM, the Senegalese Minister of Planning and Development, will visit Britain as a guest of HM Government from September 17 to 26. He will be accompanied by two senior officials.

Monsieur Thiam is expected to meet Ministers, officials and industrialists and to visit factories during his stay.

Under an agreement which Monsieur Thiam signed on behalf of the Senegalese Government in July, HM Government is making a loan of £500,000 to the Senegalese Government for the purchase of four tunny fishing vessels.

French trade mission visit

A TRADE MISSION of 15 chief buyers representing leading retail departmental stores in Paris and the French provinces will fly to the United Kingdom on September 13, to spend three days seeing a wide range of consumer goods. The mission is sponsored and organized by the Export Council for Europe with the co-operation of the British Embassy, Paris, the Board of Trade, and appropirate Trade Associations. These are the Irish Linen Guild, the National Leather Goods and Saddlery Manufacturers' Association, British Hosiery and Knitwear Export Group, British Jewellers and Fancy Goods Association, and the Shirt, Collar and Tie Manufacturers' Federation.

Four main Paris departmental stores and central buying organizations are represented: Au Bon Marche, G.A.G.M.I. (Groupement d'Achats des Grand Magasins Independants), Paris-France, and Societe des Nouvelles Galeries Reunies. All these groups represent interests both in Paris and in French provincial areas, covering a large number of retail outlets where British goods have been little seen since the war.

At the request of the French visitors, 140 individual appointments have been arranged with 40 leading manufacturers in the United Kingdom. Most of the mission's programme will be centred in London, but five of its members will travel to Belfast direct from Paris as guests of the Irish Linen Guild which is arranging a series of appointments with Irish linen manufacturers.

As a result of recent surveys of the French market in the consumer goods field, it has been decided to concentrate on showing the French buyers the following groups of commodities: table and bed linen, handkerchiefs, towels; men's and ladies' knitwear and hosiery, sports and casual wear; costume jewellery, stainless steel tableware; leather goods, hand luggage, handbags, vanity cases; shirts, collars, ties, pyjamas, dressing gowns, scarves.

The visitors will be entertained to dinner by the Export Council for Europe on September 13 and they will be staying at the Cumberland Hotel. Luncheons and evening functions on other days are being arranged by the Trade Associations concerned.

Report of Malta trade mission

A FIVE-MAN Trade Mission from the London Chamber of Commerce visited Malta in July 1964. Copies of their report, which includes sections on the port, free port proposals, the dockyard, industry, agriculture, horticulture, tourism and the Trade Fair, are available from the London Chamber of Commerce.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 25, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.13	5 : 8 - Dioxo - 1 : 2 - 7 : 8 - dibenzopyrene.	3 4 9 10 Dibenzopyrene quinone	December 31, 1965	6559
29.27	Barium 2-cyanoethyl orthophosphate.	2-Cyano ethyl phosphoric acid barium salt.	December 31, 1965	6558
29.35	3 - (2 - *n* - Amyltetrahydro - 3 - furyl) - 1 - [3 - 2(2 - *n* - amyltetrahydro - 3 - furyl) propoxy] propan-1-ol.	Hemiacetal	December 31, 1965	6228
29.42	Arecoline	As in previous column	December 31, 1965	2616
39.01	Phenoxy resins, not plasticized or otherwise compounded, being thermoplastic polyaddition products of 2:2-di-(*p*-hydroxyphenyl) propane and 1-chloro-2:3-epoxypropane and having an epoxide content of less than 0·8% by weight calculated as ethylene oxide.	High molecular weight polyhydroxy-ether.	December 31, 1965	6275

Note: The application advertised in the *Board of Trade Journal* dated August 28, 1964 (page 434) as N-Methyl-N'-*p*-*iso*propyl carbamoylbenzylhydrazine hydrochloride should have read as follows:—

29.29	N-Methyl-N'-*p*-*iso*propyl carbamoylbenzylhydrazine hydrochloride.	1-Methyl-2-*p*-(isopropyl-carbamoyl) benzylhydrazine hydrochloride.	December 31, 1964	6531

Applications for Reimposition of import duty

The Board of Trade, Tariff Division, 1 Victoria Street, London, S.W.1, have received applications for the reimposition of import duty as from January 1, 1965, on the following items which are at present temporarily exempt from import duty.

Tariff heading	Description	Reference
29.13	Norethynodrel	2087
29.23	Ethyl *m*-aminobenzoate methanesulphonate	942
29.31	*iso*Thiocyanatobenzene	7751
29.35	Imipramine *mono*hydrochloride	7990

Imports of cotton textiles

THE BOARD OF TRADE announce that arrangements negotiated between Hong Kong and the United Kingdom in 1961 under which supplementary quotas for exports of cotton textiles to the United Kingdom could be issued in certain circumstances have been terminated and special once-for-all quotas established in their place. Under the original arrangements supplementary quotas were to be paid in each calendar quarter if the share of United Kingdom imports provided by Hong Kong, India and Pakistan fell and provided that weavers' order books in the United Kingdom were above certain levels. These arrangements were agreed because the three countries were restraining their exports to the United Kingdom.

The new arrangements replace the original agreement, which proved unsatisfactory in a number of respects, and provides that Hong Kong, India and Pakistan may send an additional 9 million square yards of cotton textiles during the remainder of 1964 and 12 million square yards in each half of 1965. These amounts will be divided between the three countries in proportion to their basic quotas.

ECGD sign first financial guarantee for Russia

THE EXPORT CREDITS GUARANTEE DEPARTMENT signed a Financial Guarantee on September 7 covering the supply and erection of a £30 million polyester fibre plant in Russia. The contract has been obtained by Polyspinners Ltd., a company formed by the Stone Platt Group and Constructors John Brown Ltd. to undertake the project: know-how and technical advice will be supplied by ICI Ltd.

The Financial Guarantee covers a loan of £24 million being made to the Foreign Trade Bank of the USSR by the Midland Bank, the longer maturities being financed by the Insurance Export Finance Co. Ltd.

This is the first Financial Guarantee to be signed for business with Russia. There has been one previous Financial Guarantee for Eastern Europe, covering a £4 million ammonia and urea plant in Czechoslovakia.

This brings to a total of £105 million the total of Financial Guarantees signed since the facility was first introduced in 1961. These cover contracts totalling £133 million.

Official Receiver appointments

THE BOARD OF TRADE announce the following Official Receiver appointments:

Mr. James Ernest Friend has been appointed Official Receiver for the County Courts of Kingston-upon-Hull and Great Grimsby with effect from August 24, 1964, and also for the Bankruptcy District of the County Courts of York and Scarborough with effect from September 1, 1964, and that the appointment of Mr. James Ernest Friend as an Assistant Official Receiver for the Bankruptcy District of the County Courts of Birmingham, Coventry, Dudley, Hereford, Kidderminster, Leominster, Stourbridge, Walsall, Warwick, West Bromwich, Wolverhampton and Worcester has been revoked with effect from August 24, 1964.

The appointment of Mr. Keith Alexander Miller as Official Receiver for the Bankruptcy District of the County Courts of Kingston-upon-Hull and Great Grimsby has been revoked with effect from August 24, 1964.

The appointment of Mr. Norman Saddler as Official Receiver for the Bankruptcy District of the County Court of York has been revoked with effect from September 1, 1964.

The appointment of Mr. William Armstrong as Official Receiver for the Bankruptcy District of the County Court of Scarborough has been revoked with effect from September 1, 1964.

Mr. Bernard Coultas Wade has been appointed as Assistant Official Receiver for the Bankruptcy District of the County Courts of York and Scarborough, and the appointment of Mr. Bernard Coultas Wade as an Assistant Official Receiver for the Bankruptcy District of the County Courts of Sheffield, Barnsley and Chesterfield has been revoked, with effect from September 1, 1964.

The appointments of Mr. Douglas Raymond Le Merle and Mr. Elmslie Arthur Perkins as Assistant Official Receivers for the Bankruptcy District of the County Courts of Kingston-upon-Hull and Great Grimsby have been revoke with effect from August 24, 1964.

The appointment of Mr. Harry Roach as an Assistant Official Receiver for the Bankruptcy District of the County Court of York has been revoked with effect from September 1, 1964.

The appointment of Mr. Francis Durkin as an Assistant Official Receiver for the Bankruptcy District of the County Court of Scarborough has been revoked with effect from September 1, 1964.

The above changes are consequential upon the division of the Sheffield/Hull office into two separate offices and the opening of a new sub-office to Hull at York.

The appointment of Mr. George William Sisman as Official Receiver for the Bankruptcy District of the County Courts of Exeter, Barnstaple and Taunton has been revoked.

Mr. Arthur John Seldon has been appointed Official Receiver for the Bankruptcy District of the County Courts of Exeter, Barnstaple and Taunton and that the appointment of Mr. Arthur John Seldon as Assistant Official Receiver for the Bankruptcy District of the County Courts of Bristol, Bath, Bridgwater, Cheltenham, Frome, Gloucester, Swindon and Wells and the Bankruptcy District of the County Courts of Exeter, Barnstaple and Taunton has been revoked.

The appointment of Mr. Kenneth Matthewson as an Assistant Official Receiver for the Bankruptcy District of the County Courts of Exeter, Barnstaple and Taunton has been revoked.

The appointment of Ernest Arthur Ashcroft as an Assistant Official Receiver for the Bankruptcy District of the County Courts of Exeter, Barnstaple and Taunton has been revoked.

These appointments and revocations took effect on August 17, 1964 and are consequent upon the division of the Bristol/Exeter office into two separate offices.

Mr. Victor Duffy has been appointed an Assistant Official Receiver for the Bankruptcy District of the County Courts of Birmingham, Coventry and Warwick, with effect from August 27, 1964.

Mr. Alan Keith Sales has been appointed an Assistant Official Receiver for the Bankruptcy District of the County Courts of Dudley, Hereford, Kidderminster, Leominster, Stourbridge, Walsall, West Bromwich, Wolverhampton and Worcester, with effect from August 31, 1964.

Mr. James David Bowden has been appointed Assistant Official Receiver for the Bankruptcy District of the County Courts of Swansea, Aberdare, Aberystwyth, Bridgend, Carmarthen, Haverfordwest, Merthyr Tydfil and Neath and Port Talbot, with effect from August 31, 1964.

Mr. John Frederick Hirst has been appointed as Assistant Official Receiver for the Bankruptcy District of the County Courts of Liverpool, Bangor, Birkenhead, Chester, Portmadoc and Blaenau Festiniog, Warrington, Wigan and Wrexham, and that the appointment of Mr. John Frederick Hirst as an Assistant Official Receiver for the Bankruptcy District of the County Courts of Birmingham, Coventry, Dudley, Hereford, Kidderminster, Leominster, Stourbridge, Walsall, Warwick, West Bromwich, Wolverhampton and Worcester has been revoked.

This appointment and revocation took effect on September 3, 1964.

The post of Mr. Robert Frank Howe attached to the Office of the Inspector General in Bankruptcy (London) and formerly designated Chief Clerk has been redesignated Principal Clerk in Bankruptcy, and Mr. Derek Arthur Thorne has been appointed to a new post of Chief Clerk in Bankruptcy attached to the Office of the Inspector General in Bankruptcy (London). The appointment of Mr. Derek Arthur Thorne as Assistant Official Receiver for the Bankruptcy District of the County Courts of Liverpool, Bangor, Birkenhead, Portmadoc and Blaenau Festiniog, Warrington, Wigan and Wrexham has been revoked.

This appointment and revocation took effect on September 7, 1964.

Consumer Council urges compulsory registration of travel agents

IN A STATEMENT issued on August 31 the Consumer Council said: 'The public will only be adequately protected if compulsory registration of all travel agents and tour organizers is introduced by HM Government. This should mean that unless a firm proposing to enter the travel trade satisfied certain conditions it would not be given a licence to operate.

'The Council holds, that to qualify for registration, the operator should possess adequate operating capital, provide some form of monetary guarantee to meet contingent liabilities, employ properly trained staff, accept liability to the holiday-maker for errors, subscribe to a code of conduct similar to that of the Association of British Travel Agents and accept responsibility for the faults of those actually providing the accommodation.'

Dealers in securities

THE FOLLOWING changes have taken place during August in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act, 1958:

Licensed dealers

Insert: Nikko Securities Co. Ltd., The
20 Cannon Street, London, E.C.4.

Insert: Tamus Holdings Ltd.,
St. Mary Axe House, 56/60 St. Mary Axe,
London, E.C.3.

Exempted dealers

Insert: Continental Illinois National Bank and Trust Company of Chicago,
58/60 Moorgate, London, E.C.2.

Delete: Ruffer (A. Ruffer and Sons Ltd.),
(in voluntary liquidation)
4 London Wall Buildings, London, E.C.2.

Price 42s. post free

PATRICIA MILLARD'S

TRADE ASSOCIATIONS AND PROFESSIONAL BODIES OF THE UNITED KINGDOM

The second edition of this invaluable reference work contains new sections and is greatly extended and revised to bring it completely up to date.

For the first time a geographical index of trade associations and professional bodies is included. This is in addition to the normal alphabetical and classified indexes.

British and International Chambers of Commerce in the United Kingdom are fully listed and made available in book form for the first time. This is a major part of the book.

This is an indispensable work of reference for librarians, information officers, public relations officers, and companies engaged in advertising, marketing, import and export and general business fields.

The first edition sold out completely. Copies of the second enlarged edition may be obtained from

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New Books

Port Statistics for the Foreign Trade of the United Kingdom, Part 1. Dock and Harbour Authorities' Association (71 pages. 10s., by post 11s., from the Association, 18 Queen Anne's Gate, London S.W.1). Until the appearance of this publication, the only detailed published figures on the trade handled at individual ports were those contained in the three-yearly supplement to Volume 4 of the *Annual Statement of the Trade of the United Kingdom*. The latest issue of that supplement covered the years 1958-1960 (HMSO, £4) and gave a commodity breakdown of the principal imports and exports at each customs port and over the Irish land boundary, together with details of goods transhipped at principal seaports and trade handled at UK airports (with separate figures for London, Manchester and Prestwick airports). The statistics now published by the Dock and Harbour Authorities' Association as Part 1 of what is intended to become an annual series in three parts, provide for an alternative approach to the activities of individual ports for the years 1961 and 1962. The main table shows for each of 52 commodity groupings (which correspond to those used in the *Annual Statement of Trade* and the monthly *Accounts Relating to Trade and Navigation*) the value, and where known the quantity, of trade passing through each of the twenty most important ports engaged in that trade, and the total of the trade handled by all other ports, together with total value of trade by air and across the Irish land boundary. A supplementary table shows for each port the commodity groupings in which it is among the five leading ports for both exports and imports. Part 2, which is to be published shortly, will provide more detailed statistics for over 100 selected articles of trade, and Part 3 will show the amounts of exports and imports in every division of trade handled by each port.

A Guide to Australian Economic Statistics, by G. R. Palmer (328 pages. Macmillan, 35s.). The first comprehensive and critical work of its kind dealing with Australian statistics, this guide is intended to serve both as a general reference book and as a textbook for university courses in economic statistics. Its main objective is to enable effective use to be made of the large amounts of statistical data available on Australia. Following an introductory chapter and a survey of Australian statistical publications (which includes an account of the major titles published by the Commonwealth Bureau of Census and Statistics, by state governments and by non-governmental bodies), there are chapters on the statistics of individual subjects. These embrace population and vital statistics, employment, personal incomes, prices, manufacturing production, primary industries (agriculture, mining, etc.), overseas trade, banking and other private finance, public finance, retail trade, capital expenditure, housing, transport, national income and some other social subjects. Each chapter includes descriptions of how particular series are compiled. and discusses their nature, accuracy, limitations and pitfalls for the unwary. Reference is also made to the gaps still present in the coverage of Australian published statistics. The book has both a detailed contents-list and an adequate subject index. This volume and the now out-of-print *Guide to New Zealand Official Statistics* (3rd edition, 1955. Christchurch N.Z., Whitcombe and Tombs) together provide a valuable survey and guide to the whole field of Australian statistical publications.

The Theory of Trade and Protection by William Penfield Travis (296 pages. Harvard University Press; published in London by Oxford University Press, 50s.). The effect of commercial policy on economic efficiency is the theme of this book, which the author himself in his preface admits to being 'hard going'. In the first part, which will be of interest mainly to academic economists, Mr. Travis develops a new concept of the 'equalization region' which he uses to re-examine the assumptions of the well-known Heckscher-Ohlin trade theory and its 'factor-price equalization theorem'. In the last three chapters, he seeks to corroborate the findings of his theoretical analysis by a detailed study of the commercial policies during the period of 1950-1955 of the USA, Japan, the United Kingdom, West Germany and France, and it is this part of the work which will engage a wider readership. He examines the relationship of protection to relative factor endowments, and demonstrates that protection brings about a considerable substitution of raw materials for labour and capital inputs in manufacturing. In a brief final chapter the author indicates some of the new forms that protection is taking in the world, and argues that protection is the main force preventing the spread of high living standards to the impoverished areas of the world. The volume, which is in the *Harvard Economic Studies* series, contains various tables and has an index.

Commonwealth Development and its Financing No. 8, Jamaica. Commonwealth Economic Committee (62 pages, 7s. 6d., by post 7s. 11d. from HM Stationery Office and Government Bookshops). Deals with the growth of the Jamaican economy in the past ten years, with special emphasis on recent economic progress and the development of the economic structure and policy. Investment resources and the use of funds for the development of certain selected industries, e.g. transport, mining, manufacture and agriculture, are discussed. Statistical tables in the text and at the end of the booklet give figures on invesment, capital formation, labour force, production, exports and imports, mostly for the period since 1955.

Uniting Europe: the European Community 1950-1964 (24 pages. Free from the European Communities Information Service, 23 Chesham Street, London S.W.1). This brochure describes the beginning and the significant stages in development in the progress of the European Common Market and shows what the economic advantages are for the present members of the Communities as well as giving an outline of future policies and trends. The text is illustrated by a number of photographs and portraits and a coloured political map of the EEC countries.

The Pattern of the Future. Ministry of Labour Manpower Studies, No. 1 (52 pages, 4s. 6d., by post 4s. 10d. from H.M. Stationery Office and Government Bookshops). A study, prepared by the Minstry's Manpower Research Unit, of the pattern of employment in the United Kingdom as it has developed during the past decade. It assesses the main trends in the distribution of manpower between the broad sectors of the economy, and attempts to predict future employment tendencies in different groups of industries. These forecasts are arranged in three sections: for manufacturing industry, for the services sector, and for the rest of the economy, (construction, agriculture and the public utilities). Each of these sections is completed by comment and statistical diagrams dealing wth the particular groups of industries included in that sector. The book ends with 10 pages of statistics, reprinted from official sources, covering forecasts of the working population, employees in employment in all sections of the economy, and the Index of Production, 1954-1963.

Economic and Social Development Plans: Africa, Asia and Latin America. United Nations Dag Hammarskjold Library (25 pages. 4s., by post 4s. 4d., from H.M. Stationery Office and Government Bookshops). This is a comprehensive bibliographical guide to the official publications which contain the actual texts of economic and social development plans adopted by the developing countries of three continents (other than countries with centrally planned economies). Since these are basic documents for the study of economic conditions and business prospects in the countries to which they refer, this listing is a useful reference aid for all those who are engaged in researching markets in those areas. The publications are described in sufficient detail to enable them to be cited and identified in library catalogues, and to provide information about the place of publication and size (some plans known to exist in published form have in fact been omitted because the compilers were unable to obtain sufficient details for an accurate citation). Other relevant texts have also been listed, such as preparatory studies and reports, draft plans, progress reports and so on.

Resale Prices Act 1964, A Guide for the Industrialist. Federation of British Industries (67 pages. 10s. from the FBI, 21 Tothill Street, London, S.W.1). A handbook intended to give a simple and straightforward explanation of the provisions of the new Act, so that its relevance to their own business operations can be estimated by manufacturers and others. The text sets out the position before the Act and then gives a short outline of it, before turning to a fuller account of its detailed provisions in regard to price fixing, withholding supplies, patents, enforcement, registration, exemption, procedure and timetable. This account occupies the bulk of the work; the text of the Act itself and the Regulations made under it are reprinted in appendices, together with the Registrar of Restrictive Trading Agreements' 'Guide to the Registration of Goods' and the texts of the necessary registration forms.

Other Publications

ECONOMIC 'MIRACLES': Studies in the Resurgence of the French, German, and Italian Economies since the Second World War, by Josaleyn Hennessy, Vera Lutz and Guiseppe Simone. Published for the Institute of Economic Affairs. 228 pages. André Deutsch, 25s.

EXPOSICAO GERAL DA SITUACAO ECONOMICA DO BRASIL, 1962. 312 pages. Conselho Nacional de Economia, Rio de Janeiro, Brazil. No price given.

PERNICIOUS CONTRARIES IN WASTE PAPER. 2nd edition. 8 pages. Free from the British Waste paper Utilisation Council, 80, Charlotte Street, London W.1.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,949	—	16,034	15,212	15,212	9,095	3,478	922	688	591	1,205				
1959	103	105	106	105	104	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	115	111	100	129	130	135	137	121	+297	+230	+36	+ 4
1962	112	115	126	122	112	101	128	119	130	140	124	+113	+ 33	+22	+40
1963	116	119	134	128	117	103	129	107	131	144	132	+135	+ 89	+15	+27
1962															
4th quarter	113	115	130	124	114	101	126	111	127	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	112	113	129	124	113	101	115	104	126	101	118	— 20	+ 56	—16	— 3
2nd quarter	116	118	131	127	116	102	128	109	128	149	129	+ 42	— 9	+22	— 3
3rd quarter	116	120	136	130	119	105	134	106	130	159	138	— 34	— 33	—19	— 8
4th quarter	122	124	138	131	119	105	139	109	140	166	144	+147	+ 75	+28	+41
1964															
1st quarter	120	126	141	133	120	106	144	115	145	176	151	+ 95	+ 94	— 4	+ 3
2nd quarter		126*				105		120*	151*				+ 120*	+ 9*	N/C
1964															
January	..	126	..	..	..	107	..	..	..	..	..	..	..	..	..
February	..	126	..	..	..	105	..	..	..	..	..	..	..	..	..
March	..	126	..	..	..	105	..	..	..	..	..	..	..	..	..
April	..	126	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	126*	..	..	..	104	..	..	..	..	..	..	..	..	..
June	..	126*	..	..	..	105	..	..	..	..	..	..	..	..	..
July						105									

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+121
1962																
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	124	+ 71
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 30
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 14
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	136	132	+ 6
1964																
1st quarter	140	121*	123·2	+1·5	107·9	124·0	145·8	445	— 5	+42	182	+25	— 5	145	134	— 62
2nd quarter	152*	126*	125·5	+2·8	107·9*	125·0*	147·4	355	— 90	—58	230	+48	+33	147	133	
1964																
January	136	119*	123·0	+1·9	107·5	123·7	145·4	471	+ 24	+41	166	+11	— 1	146	123	..
February	137	121*	123·1	+1·2	108·2	123·9	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March	140	121*	123·6	+1·5	108·1	124·3	146·2	413	— 38	—19	202	+24	+10	145	141	..
April	146*	123*	124·7	+2·0	108·1	124·8	146·7	394	— 19	—20	212	+10	+14	146	127	..
May	150*	126*	125·7	+2·9	107·6*	125·0*	147·4	357	— 37	—23	227	+15	+ 9	144	140	..
June	152*	126*	126·2	+3·4	107·9*	125·1*	148·2	315	— 42	—33	251	+24	+13	152	132	..
July			126·2	+4·0	107·9*	125·2*	148·4	303	— 12	—15	250	— 1	+ 3	138	125	..
August								314	+ 11	+10	239	—11	— 9			

† NOT seasonally adjusted. * Provisional.

Upward trend in industry's capital expenditure maintained in second quarter

THE PROVISIONAL results for the second quarter of 1964 show a further rise in the volume of industry's capital expenditure, amounting to 4 per cent at 1958 prices (seasonally adjusted). This further expansion, following increases of 5 per cent in each of the two preceding quarters, confirms the continuing strength of the upward movement in private capital investment which first became apparent towards the end of last year. At £536 million private capital expenditure is now approaching the level reached in the third quarter of 1961 at the top of the last investment cycle and is higher than that of any subsequent quarter.

Expenditure by manufacturing industry now appears to be moving firmly upwards, with successive increases of 5 per cent in each of the last two quarters. Investment by the distributive and service trades increased for the fifth quarter running and at £260 million in the second quarter was 4 per cent higher than in the preceding quarter.

Manufacturing industry

With a further rise of 5 per cent in the second quarter, investment by manufacturing industry (at 1958 prices seasonally adjusted) reached a level 12½ per cent higher than at the bottom of the cycle in the first part of last year. Although all categories of asset shared in the overall increase in manufacturing investment between the two most recent quarters, the rise in expenditure on plant and machinery in the current phase of expansion appears to be the least buoyant, with investment in the second quarter running at a rate only 8 per cent above that of the first half of 1963. The comparable increase for new building work was of the order of 20 per cent, with the result this form of investment

(*Text continued on page 571*)

Industry's fixed capital expenditure

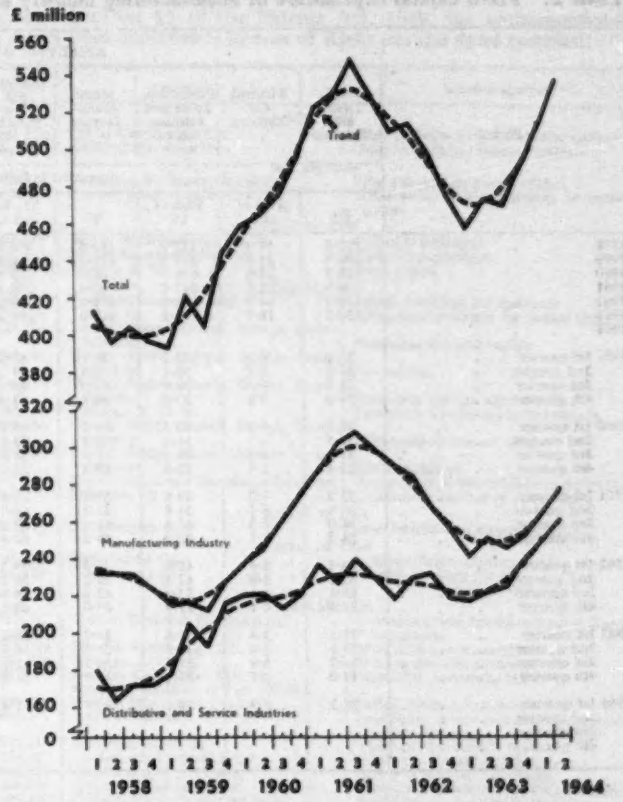


Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	873	1,889	533	457	899
1961	1,195	931	2,126	631	437	1,058
1962	1,098	897	1,995	627	383	985
1963	987	902	1,889	567	417	905
1964						
1959 1st quarter	215	178	393	109	91	193
2nd quarter	216	205	421	111	108	202
3rd quarter	212	193	405	112	94	199
4th quarter	228	216	444	128	110	206
1960 1st quarter	238	220	458	132	114	212
2nd quarter	244	220	464	130	116	218
3rd quarter	261	213	474	133	111	230
4th quarter	273	220	493	138	116	239
1961 1st quarter	286	236	522	148	118	256
2nd quarter	302	227	529	159	105	265
3rd quarter	308	239	547	160	114	273
4th quarter	299	229	528	164	100	264
1962 1st quarter	291	218	509	159	96	254
2nd quarter	284	229	513	161	100	252
3rd quarter	267	231	498	164	92	242
4th quarter	256	219	475	143	93	237
1963 1st quarter	239	217	456	135	100	221
2nd quarter	252	221	473	146	101	226
3rd quarter	245	224	469	140	103	226
4th quarter	251	240	491	146	113	232
1964 1st quarter	264	*250	*514	148	*119	247
2nd quarter	276	260	536	158	125	253
3rd quarter						
4th quarter						

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 56 per cent of total capital expenditure in 1960. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering, Shipbuilding and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	137·3	18·5	141·8	117·0	219·2	91·3	84·6	73·5	103·8	987·0	264·2	77·7	645·1
1964													
1959 1st quarter	25·2	4·0	43·2	30·1	49·3	18·5	13·6	15·3	15·8	215·0	55·4	13·8	145·8
2nd quarter	28·0	5·7	38·1	31·3	49·3	16·1	15·2	15·2	16·6	215·5	53·3	14·2	148·0
3rd quarter	27·3	6·2	30·6	34·2	49·2	15·1	17·2	14·7	18·0	212·5	53·1	13·7	145·7
4th quarter	26·0	7·6	33·6	34·1	53·0	19·3	20·5	15·1	18·7	227·9	62·0	15·4	150·5
1960 1st quarter	30·2	4·2	33·4	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	4·3	31·3	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	3·4	34·5	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	3·4	35·3	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	3·4	33·6	33·7	55·6	22·1	20·9	17·0	21·8	239·2	62·9	17·0	159·3
2nd quarter	33·9	4·4	36·6	31·7	56·5	24·3	20·0	19·4	25·3	252·1	67·7	20·0	164·4
3rd quarter	35·3	5·0	35·4	25·7	55·2	22·4	20·7	19·5	26·1	245·3	65·9	20·4	159·0
4th quarter	37·0	5·7	36·2	25·9	51·9	22·5	23·0	17·6	30·6	250·4	67·7	20·3	162·4
1964 1st quarter	38·2	5·9	38·1	24·7	61·4	20·3	28·4	19·2	27·8	264·0	73·8	23·0	167·2
2nd quarter										276·1	77·5	24·2	174·4
3rd quarter													
4th quarter													

Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP					ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Shipping	Other Industries	Total			
	Standard Industrial Classification							
	810, 831, 832	820	704	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX Part of XXI Part of XXII and XXIII	Building Work	Vehicles	Plant and Machinery
1958	73	130	147	338	688	204	307	177
1959	92	163	161	376	792	236	346	210
1960	100	175	158	440	873	270	381	222
1961	105	195	128	503	931	313	365	253
1962	116	187	102	492	897	328	322	247
1963	129	164	83	526	902	303	339	260
1964								
1959 1st quarter	22	38	37	81	178	54	77	47
2nd quarter	23	40	46	96	205	57	94	54
3rd quarter	23	41	35	94	193	59	81	53
4th quarter	24	44	43	105	216	66	94	56
1960 1st quarter	21	44	40	116	220	69	97	54
2nd quarter	26	43	41	110	220	68	97	55
3rd quarter	26	43	40	104	213	64	92	57
4th quarter	27	45	37	111	220	69	95	56
1961 1st quarter	27	44	40	125	236	74	99	63
2nd quarter	27	47	26	127	227	78	86	63
3rd quarter	26	52	33	128	239	80	96	63
4th quarter	25	52	29	123	229	81	84	64
1962 1st quarter	25	52	27	114	218	78	80	60
2nd quarter	27	49	31	122	229	82	85	62
3rd quarter	33	45	21	132	231	90	77	64
4th quarter	31	41	23	124	219	78	80	61
1963 1st quarter	28	42	24	123	217	72	83	62
2nd quarter	33	39	15	134	221	78	81	62
3rd quarter	32	40	24	128	224	74	83	67
4th quarter	36	43	20	141	240	79	92	69
1964 1st quarter	35	47	*25	143	*250	74	*96	80
2nd quarter					260	80	101	79
3rd quarter								
4th quarter								

CAPITAL EXPENDITURE, continued

is now approaching the peak level of 1961 and 1962. Expenditure on vehicles, which accounts for an insignificant part of total manufacturing investment, has also been moving steadily upwards since early 1962.

A detailed analysis of capital expenditure in the second quarter of 1964 by industry groups will not be published until the final article due to appear in the *Board of Trade Journal* of October 9, 1964. The provisional figures suggest, however, that most of the industry groups distinguished within manufacturing industry contributed to the overall rise in investment. Expenditure by the metal manufacturing group, dominated by the iron and steel industry, has remained virtually unchanged over the past year and would appear to have reached the bottom of the downturn which began in the middle of 1961.

Distributive and service industries

The rise of £10 million (or 4 per cent) in capital expenditure, at 1958 prices seasonally adjusted, by the distributive and service trades between the first and second quarters of 1964 resulted entirely from increased outlays on new building work and on vehicles. Investment in new building work recovered from the fall recorded in the first quarter to the approximate level of the last quarter of 1963, but was still well below the peak attained in the middle of 1962. Expenditure on vehicles rose by a further 5 per cent to a new record level, continuing its recent upward trend. Investment in plant and machinery, which had risen steadily since the end of 1962, remained virtually unchanged in the second quarter of 1964 at a level some 20 per cent above the 1963 average.

Details of expenditure by individual groups will, as usual, be given in the final article for the second quarter due to be published in the *Board of Trade Journal* of October 9, 1964.

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	863	1,884
1961	1,239	934	2,173
1962	1,168	927	2,095
1963	1,067	929	1,996
1964			
1959 1st quarter	203	174	377
2nd quarter	209	200	409
3rd quarter	212	179	391
4th quarter	243	229	472
1960 1st quarter	221	212	433
2nd quarter	236	212	448
3rd quarter	271	202	473
4th quarter	293	237	530
1961 1st quarter	273	233	506
2nd quarter	304	223	527
3rd quarter	331	230	561
4th quarter	331	248	579
1962 1st quarter	286	218	504
2nd quarter	294	232	526
3rd quarter	290	235	525
4th quarter	298	242	540
1963 1st quarter	241	220	461
2nd quarter	266	222	488
3rd quarter	267	225	492
4th quarter	293	262	555
1964 1st quarter	271	•255	•526
2nd quarter	300	267	567
3rd quarter			
4th quarter			

Notes relating to tables 1, 2, 3, and 4.

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

• Revised figure.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	July 6, 1964	
943,797	Holley Carburettor Co.	Fluid pressure servo computing device.
943,798	Holley Carburettor Co.	Close loop forced balance system.
	July 27, 1964	
871,298	Houilleres du Bassin du Nord	Production of polyvinylidene.
907,739	Gevaert Photo Producten N.V.	Preparation of dye diffusion in colloid layers.
	July 28, 1964	
868,748	Scovill Manufacturing Co.	Cosmetic container.
868,752	Scovill Manufacturing Co.	Cosmetic containers.
888,152	Burnell, A. E.	Deck chairs.
	July 31, 1964	
777,495	G. Q. Parachute Co. Ltd.	Shock-absorbing air cushions.
802,994	Trucco, G.	Illuminated fountain for indoor use.
838,324	United States Atomic Energy Commission	Producing jacketed bodies.
843,648	United States Atomic Energy Commission	Ion source.
846,433	United States Atomic Energy Commission	Plutonium cerium alloy.
848,456	Schulpen K. H. N.	Device for obtaining profiled objects.
873,963	United States Atomic Energy Commission	Plutonium-zirconium alloys.
909,481	United States Atomic Energy Commission	Niobium alloys.
943,566	Knoll Akt : Ges : Chemische Fabriken	Preparation of benzothiadiazine dioxides.
946,450	Ballestra, M.	Continuous control of a reaction.
	August 5, 1964	
955,077	Lumalampan A/B	Non luminescent powder layers.
	August 10, 1964	
740,727	The Cronite Co.	Intaglio platen printing presses.
840,869	The Cronite Co.	Intaglio printing presses.
	August 11, 1964	
728,731	Taylor, Taylor & Hobson Ltd.	Combined view finding and range-finding apparatus.
759,390	Dunlop Rubber Co. Ltd.	Moulding pneumatic tyres.
791,929	Johnson A. R.	Blouses and like garments.
807,821	Dunlop Rubber Co. Ltd. Patent of Addition to No. 759,390.	Moulding pneumatic tyres.
809,404	Perkins Machine & Gear Co.	Spring forming apparatus.
811,311	Agfa Akt. Ges.	Improving colour reproduction in multi-colour images.
848,457	Schulpen, K. H. N.	Yieldable deformable materials.
860,182	Ateliers des Charmilles S.A.	Hydraulic control installations.
863,298	Charbonnages de France	Safety devices for flash units.
866,031	Charbonnages de France	Protection devices for electric networks.
886,270	Gevaert Photo Producten N.V.	Sensitized photographic emulsions.
886,271	Gevaert Photo Producten N.V.	Sensitized photographic emulsions.
887,177	Dunlop Rubber Co. Ltd.	Cushions.
888,803	Blaupunkt Werke G.m.b.H.	Press or push-button keys.
890,490	Charbonnages de France	Pyrometric devices.
900,614	Kali Chemie Akt. Ges.	Boron alkyls.
902,050	Charbonnages de France	Electric network protection systems.
919,483	Stableford, J. L.	Tables, cabinets, etc.
921,916	Esterol, A.G.	Manufacturing chipboards from wood chips, etc.
922,465	Couch Fittings Developments Ltd.	Sliding door assembly for vehicles.
924,196	Esterol, A.G.	Manufacturing chipboards from wood chips, etc.
927,167	Charbonnages de France	Electric network protection systems.
927,169	Charbonnages de France	High speed current cut-off devices.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller General.

The Patent Office.

Transport conference - a new report

THE EXPORT COUNCIL for Europe announced the publication on September 3 of a Report on the important changes and developments which have been taking place in the transport structure of the country following the conference on our Transport Links with Europe held by the ECE in November last. This Report brings these together in the form of a study in the context of the demand likely to be made by industry upon transport in the years to come.

From the final section of the Report it will be seen that notable progress is being made in the different sectors of transport. Much has been achieved over the last few years, and the Export Council for Europe is confident that Britain's transport structure has every prospect of meeting the calls made upon it provided the present rate of progress can be maintained and continued. Copies free from Export Council for Europe, 21 Tothill Street, London, S.W.1.

Continued increase in industry's stocks

THE INCREASE in the volume of industry's total stocks (at 1958 prices seasonally adjusted), in the second quarter of 1964, is provisionally estimated at £129 million, following an increase of £94 million in the previous quarter. Most of this increase was in the stocks and work in progress of manufacturing industry, which rose by £120 million (following an increase of £94 million in the previous quarter). Stocks held by wholesalers also rose by £9 million (after falling by £4 million in the previous quarter) while retailers' stocks remained unchanged.

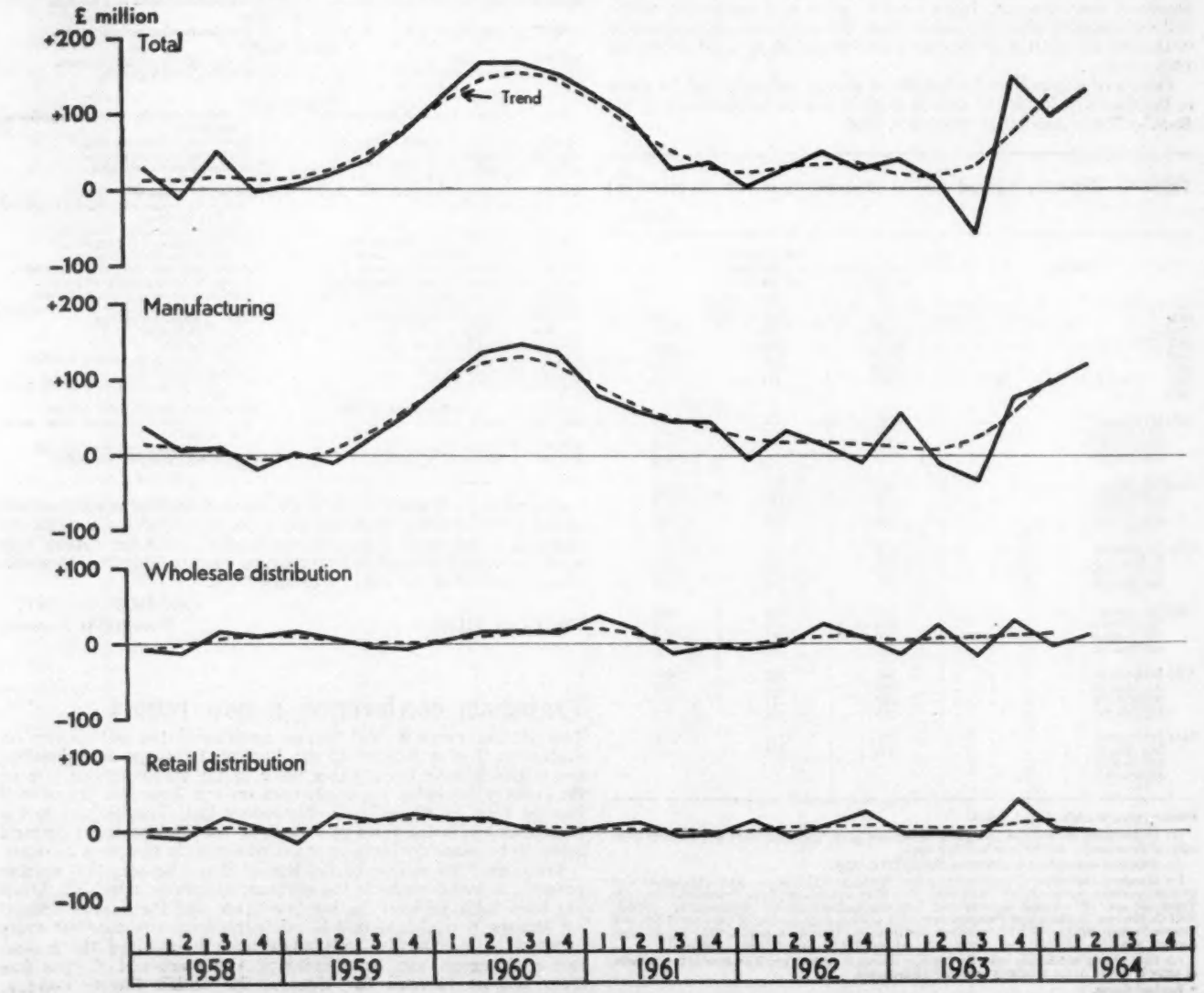
As the charts below show, the underlying trend of industry's stockbuilding continued firmly upwards in the second quarter of the year – with the recent strong upward trend of stockbuilding in manufacturing industry showing a similar pattern of change to that experienced in the first half of 1960.

Manufacturing industry

Provisional figures for the second quarter of 1964 show that the total volume of manufacturers' stocks and work in progress (at 1958 prices seasonally adjusted) rose by £120 million or by 2 per cent, continuing the steady rise in stockbuilding which commenced towards the end of last year. Following the increase of £94 million in the first quarter – this second quarter rise in stocks represents a positive turnround in stockbuilding of some £26 million between the first and second quarters of 1964. The provisional figures suggest that there was a substantial increase in manufacturers stocks of finished goods (up about £56 million or 3·6 per cent), with work in progress rising by about £34 million (or 1·6 per cent); stocks of materials and fuel also rose (up about £30 million or 1·4 per cent).

The figures for the second quarter of 1964 for individual sectors of industry will, as usual, not become available (in Table 2) until the final article appears in the *Board of Trade Journal* of October 9. The provisional figures suggest, however, that much of the increase of £120 million in the seasonally adjusted volume of manufacturers' stocks and work in progress, occurred in the 'engineering, shipbuilding and vehicles' group of industries, with work in progress in the aircraft and engineering industries and finished goods in the electrical engineering industry contributing substantially to this increase. There was also a marked increase in the stocks held by the 'textiles, leather and

Changes in industry's stocks at 1958 prices, seasonally adjusted



clothing', the 'metal manufacture' (primarily iron and steel) and the 'chemicals and allied' groups of industries.

Wholesalers' stocks

It is provisionally estimated that the volume of stocks (at 1958 prices seasonally adjusted) held by wholesalers increased by about £9 million in the second quarter of 1964. Following the slight fall of £4 million in these stocks in the previous quarter, this represents a turnround of £13 million in stockbuilding by wholesalers.

Separate figures for the three main types of wholesalers will, as usual, not be published (in Table 3) until the final second quarter article appears in the *Board of Trade Journal* of October 9. The provisional results suggest, however, that the increase was spread over the stocks of most wholesale distributors, other than 'dealers in coal and builders materials, etc.' (Minimum List Heading 831).

Retailers' stocks

The volume of retailers' stocks (at 1958 prices seasonally adjusted) remained unchanged in the second quarter of 1964. Certain earlier figures in this series have been revised since they were last published to take account of estimates of the basic book value figures now available from the 1961 Census of Distribution. After adjustments to the coverage of the quarterly figures, the census estimate of the change in stocks over the period end 1957 to end 1960 was very little different from the change shown by the quarterly figures and no amendments have been made to the quarterly figures prior to end 1960. The census, however, showed a larger change in the book value of stocks during the year 1961 than did the quarterly figures, and the latter have been revised to be consistent with the census change. In consequence of these 1961 revisions some changes have been made to subsequent quarterly figures, but they are slight.

Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted[a]

£ million

Period	(b) Manufacturing	(c) Wholesale distribution	(d) Retail distribution	(e) Total
Level of stocks at December 31, 1959	4,952	810	951	6,713
1959	+ 73	+15	+49	+137
1960	+520	+48	+37	+605
1961	+230	+56	+20	+295
1962	+ 33	+22	+39	+ 94
1963	+ 89	+15	+30	+134
1959 1st quarter	+ 2	+16	—14	+ 4
2nd quarter	— 10	+ 6	+23	+ 19
3rd quarter	+ 23	— 2	+17	+ 38
4th quarter	+ 58	— 5	+23	+ 76
1960 1st quarter	+ 99	+ 5	+18	+122
2nd quarter	+136	+12	+18	+166
3rd quarter	+148	+16	+ 2	+166
4th quarter	+137	+15	— 1	+131
1961 1st quarter	+ 79	+35	+14	+128
2nd quarter	+ 60	+19	+17	+ 96
3rd quarter	+ 46	—43	— 2	+ 31
4th quarter	+ 45	— 9	N/C	+ 40
1962 1st quarter	— 5	— 8	+13	N/C
2nd quarter	+ 32	— 2	— 8	+ 22
3rd quarter	+ 15	+23	+10	+ 48
4th quarter	— 9	+ 9	+24	+ 24
1963 1st quarter	+ 56	—16	N/C	+ 40
2nd quarter	— 9	+22	— 5	+ 8
3rd quarter	— 33	—19	— 6	— 58
4th quarter	+ 75	+28	+41	+144
1964 1st quarter	+ 94	— 4	+ 4	+ 94
2nd quarter	+120	+ 9	N/C	+129

Table 2. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry [a] [b] [f]

£ millions

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders							Materials and fuel	Work in progress	Finished goods
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1959	720	456	384	2,295	606	491	4,952	1,940	1,785	1,227
1959	+26	+31	—10	+ 36	—12	+ 2	+ 73	+ 16	+ 47	+ 10
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+31	+ 2	—24	+ 29	— 6	+ 1	+ 33	— 50	+ 32	+ 51
1963	+57	+ 1	+ 5	+ 58	—27	— 5	+ 89	— 10	+ 97	+ 2
1959 1st quarter	+ 9	+12	— 8	— 11	— 3	+ 3	+ 2	— 4	+ 2	+ 4
2nd quarter	+14	+ 5	N/C	— 13	—13	— 3	— 10	+ 12	N/C	— 22
3rd quarter	+ 2	+ 4	— 5	+ 22	— 3	+ 3	+ 23	— 5	+ 19	+ 9
4th quarter	+ 1	+10	+ 3	+ 38	+ 7	— 1	+ 58	+ 13	+ 26	+ 19
1960 1st quarter	+ 3	— 2	+16	+ 56	+16	+10	+ 99	+ 47	+ 24	+ 28
2nd quarter	+15	+16	+14	+ 64	+12	+15	+136	+ 62	+ 37	+ 37
3rd quarter	+10	+16	+28	+ 55	+24	+15	+148	+ 70	+ 23	+ 55
4th quarter	+24	+11	+15	+ 75	—10	+22	+137	+ 46	+ 43	+ 48
1961 1st quarter	+ 4	+ 7	+13	+ 28	+ 8	+19	+ 79	+ 34	+ 40	+ 5
2nd quarter	N/C	+ 7	+ 1	+ 24	+11	+17	+ 60	+ 18	+ 17	+ 25
3rd quarter	+11	+ 4	— 6	+ 33	N/C	+ 4	+ 46	+ 12	+ 15	+ 19
4th quarter	+ 3	— 3	— 1	+ 49	+ 4	— 7	+ 45	— 13	+ 12	+ 46
1962 1st quarter	+ 3	— 5	— 9	+ 11	+ 1	— 6	— 5	— 18	— 2	+ 15
2nd quarter	+16	— 2	— 5	+ 25	N/C	— 2	+ 32	+ 3	+ 21	+ 8
3rd quarter	+ 6	+ 6	—11	+ 17	— 4	+ 1	+ 15	— 21	+ 15	+ 21
4th quarter	+ 6	+ 3	+ 1	— 24	— 3	+ 8	— 9	— 14	— 2	+ 7
1963 1st quarter	— 5	+ 8	+ 7	+ 33	— 7	+20	+ 56	— 14	+ 33	+ 37
2nd quarter	+28	— 3	N/C	— 16	— 7	—11	— 9	— 4	+ 3	— 8
3rd quarter	— 7	— 8	— 8	+ 1	— 5	— 6	— 33	— 25	+ 16	— 24
4th quarter	+41	+ 4	+ 6	+ 40	— 8	— 8	+ 75	+ 33	+ 45	— 3
1964 1st quarter	— 5	+ 7	+19	+ 55	+14	+ 4	+ 94	+ 34	+ 48	+ 12
2nd quarter							+120	+ 30	+ 34	+ 56

Table 3. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers[a] [f]

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
810	Wholesale distributors	1959	+13	+ 1	—13	+ 9	+10	548
		1960	+ 5	+ 9	+11	+ 1	+26	
		1961	+30	+10	— 7	— 7	+26	
		1962	—10	— 8	+11	+11	+ 4	
		1963	—14	+13	—26	+20	— 7	
		1964	— 7					
831	Dealers in coal, builders' materials, etc.	1959	— 1	+ 4	+ 6	— 4	+ 5	77
		1960	— 1	+ 2	+ 1	+ 2	+ 4	
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 1	N/C	+ 1	+ 2	+ 4	
		1963	+ 4	+ 1	— 3	+ 7	+ 9	
		1964	+ 3					
832	Dealers in industrial materials and machinery	1959	+ 4	+ 1	+ 5	—10	N/C	183
		1960	+ 1	+ 1	+ 4	+12	+18	
		1961	+ 4	+ 8	— 5	+ 3	+10	
		1962	+ 1	+ 6	+11	— 4	+14	
		1963	— 6	+ 8	+10	+ 1	+13	
		1964	N/C					
	Total wholesalers	1959	+16	+ 6	— 2	— 5	+15	810
		1960	+ 5	+12	+16	+15	+48	
		1961	+35	+19	—13	— 5	+36	
		1962	— 8	— 2	+23	+ 9	+22	
		1963	—16	+22	—19	+28	+15	
		1964	— 4	+ 9				

Table 4. Changes in the value (at book values) of stocks held by manufacturers and distributors[a]

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
Manufacturing (b)	1959	+ 27	+ 13	+ 17	+ 80	+137	5,048
	1960	+128	+181	+128	+161	+598	
	1961	+112	+104	+ 47	+ 55	+318	
	1962	+ 9	+ 29	+ 14	+ 33	+ 85	
	1963	+ 67	N/C	+ 10	+152	+229	
	1964	+120	+174				
Wholesale distribution (c)	1959	+ 17	+ 5	+ 25	— 25	+ 22	819
	1960	+ 7	+ 18	+ 52	— 22	+ 55	
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 6	+ 5	+ 40	— 19	+ 32	
	1963	— 8	+ 19	+ 19	+ 2	+ 32	
	1964	+ 12	+ 20				
Retail distribution (d)	1959	+ 20	+ 22	— 3	+ 6	+ 45	949
	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 79	+ 25	— 23	— 20	+ 61	
	1962	+ 89	— 5	— 13	+ 1	+ 72	
	1963	+ 75	— 22	— 35	+ 20	+ 38	
	1964	+ 82	+ 2				
Total (e)	1959	+ 64	+ 40	+ 39	+ 61	+204	6,816
	1960	+203	+214	+161	+118	+696	
	1961	+234	+149	+ 39	— 1	+421	
	1962	+103	+ 29	+ 41	+ 15	+188	
	1963	+134	— 3	— 6	+174	+299	
	1964	+214	+196				

Notes relating to Tables 1-4.

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for July

Unit value index numbers of imports and exports (Table 1)

IN JULY the import unit value index was unchanged from the previous month's level of 106. Although the export unit value index moved up one point to 107 the increase was not sufficiently large to alter the terms of trade which remains at 100 (1961=100).

The overall import unit value index fell slightly. There was a fall of 1¼ per cent in the index for the food, beverages and tobacco class of goods resulting from lower average values of imported sugar and a seasonal fall in the average values of imported tomatoes. This fall was almost offset by a rise of 1¼ per cent in the basic materials index.

Most of the increase of one half per cent in the overall export unit value index and in the manufactured goods index was due to a rise of nearly one per cent in the machinery and transport index. There was also a rise of one half per cent in the indices for metals, other manufactures and non-manufactures.

Volume of imports and exports (Table 2)

The rate of growth of imports has slowed down greatly this year; in the last three months their volume (seasonally adjusted) was about the same as in the previous three months. The slowing down occurred in both industrial materials and finished manufactures. The volume of imports of industrial materials was 2 per cent less than in the previous three months, with similar reductions in imports of basic materials and semi-manufactured goods. Imports of finished manufactures were 3 per cent less in May to July than in the previous three months, but this is more than accounted for by the arrival of a large ship in March which inflated the figures for the earlier period. The volume of imports of fuels fell off in July from their previous high level. Imports of food, drink and tobacco which have been fluctuating widely this year were 5 per cent higher in the last three months, but were still less than the peak at the turn of the year.

There has recently been a pause in the growth of exports. In the three months May to July their volume was 4 per cent less than in the previous three months: the erratic monthly figures in the earlier period and to a minor extent the postal strike in July, helped to inflate the fall. The volume of exports of manufactures was 4 per cent less with sizeable reductions in machinery and transport equipment chiefly in ships, aircraft and cars and in some semi-manufactured goods, and a more modest fall in exports of chemicals. The volume of exports of textiles and of metals remained at about the same level. The volume of exports of non-manufactures was 3 per cent less than in the previous three months. There was a 9 per cent reduction in exports of basic materials, partly accounted for by wool. Exports of fuels were reduced by 7 per cent, and were considerably below the high rates reached in the middle of 1963. Exports of food, however, continued to increase and were 2 per cent higher than in the previous three months, even though exports of whisky fell.

Note:

This series of index numbers based on 1961=100 was introduced in the *Board of Trade Journal* of September 13, 1963; the account of the method of construction of the index numbers was published in the September, 1963 issue of 'Economic Trends'.

(Tables on following pages)

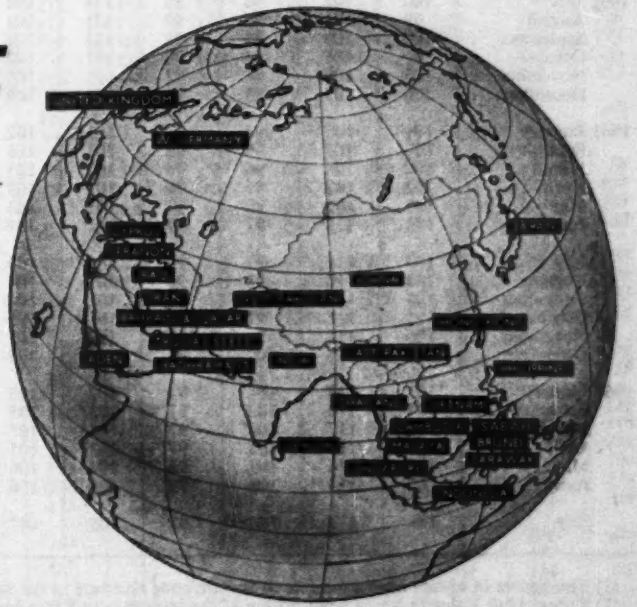
EXPORT DRIVE

For trade with the East consult

THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 200 branches in twenty-seven territories as shown in the map above.



THE CHARTERED BANK
Head Office: 38 Bishopsgate, London, E.C.2.
Manchester Office: 52 Mosley Street, Manchester, 2.
Liverpool Office: 28 Derby House, Exchange Buildings, Liverpool, 2.

THE EASTERN BANK LIMITED
Head Office: 2 & 3 Crosby Square, London, E.C.3.

ASSOCIATED BANKS: THE IRANO BRITISH BANK (INCORPORATED IN IRAN) · ALLAHABAD BANK LIMITED (INCORPORATED IN INDIA) THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA) · THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

United Kingdom import and export unit value index numbers [1]

TABLE 1. (1961 = 100)

	IMPORTS					EXPORTS								(2) TERMS OF TRADE
								Manufactured Goods [5 to 8]						
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5 to 8]	Total	Non-Manufactures [0 to 4]	Total	Chemicals [5]	Textiles (3)	Metals (4)	Machinery and Transport Eqpt. [7]	Other	
Weights	1,000	338	230	110	318	1,000	129	838	89	67	126	442	114	
1954	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1962 1st quarter	100	101	98	100	99	101	101	102	98	100	102	102	101	102
2nd quarter	100	102	97	99	99	101	100	101	96	101	103	102	100	101
3rd quarter	100	102	95	99	101	101	99	102	96	101	102	103	101	102
4th quarter	100	105	94	98	101	102	99	102	97	100	102	104	102	101
1963 1st quarter	102	107	95	98	101	103	100	103	98	102	102	104	104	101
2nd quarter	103	110	98	99	101	103	101	103	99	102	102	105	104	100
3rd quarter	103	111	97	98	101	104	104	104	100	103	102	106	104	101
4th quarter	105	117	99	96	102	105	105	105	102	103	103	106	105	100
1964 1st quarter	107	118	102	96	103	105	107	105	101	105	104	106	105	98
2nd quarter	107	115	103	96	104	106	108	106	101	107	105	107	106	99
1962 July	100	102	96	99	101	101	99	101	96	101	102	103	100	101
August	99	101	95	99	101	101	99	102	96	101	102	103	100	102
September	100	103	94	98	101	102	98	102	97	102	102	103	102	102
October	101	106	94	98	101	102	99	102	98	100	102	104	103	101
November	100	105	94	97	101	101	98	102	98	99	101	104	101	101
December	100	105	95	99	101	102	99	103	96	100	102	105	104	102
1963 January	101	106	94	98	101	102	100	103	97	100	103	104	103	101
February	102	107	96	98	101	103	100	103	99	102	102	104	105	101
March	102	108	96	98	102	103	101	103	99	102	102	104	104	101
April	102	107	97	98	101	103	100	103	100	102	102	105	103	101
May	103	109	98	99	101	103	101	103	99	102	102	105	103	100
June	104	113	97	99	101	104	102	104	99	102	102	106	104	99
July	103	111	97	99	101	104	103	104	99	103	102	106	104	101
August	103	110	97	98	101	104	105	105	100	102	102	106	104	102
September	103	112	97	97	101	104	104	105	101	103	102	106	105	101
October	105	116	97	96	101	105	104	105	101	103	102	106	105	100
November	106	118	99	96	102	105	105	105	101	103	103	106	106	99
December	106	116	100	95	102	105	106	105	102	104	103	106	105	100
1964 January	107	118	101	95	102	105	107	105	101	104	104	106	105	99
February	107	118	102	97	103	105	107	105	101	105	104	106	105	98
March	107	117	102	97	104	105	108	105	101	106	104	106	105	98
April	106	115	103	97	103	105	108	105	101	106	104	106	105	99
May	107	116	103	96	104	106	109	106	101	107	105	107	106	99
June	106	114	103	95	105	106	108	106	101	108	106	107	106	100
July	106	113	104	95	105	107	109	107	101	108	106	108	107	100

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(2) Export Unit Value Index as a percentage of the Import Unit Value Index.
(3) Export List Division 65.
(4) Export List Divisions 67, 68 and 69.

United Kingdom import and export volume index numbers (1)
TABLE 2

(1961 = 100)

	Imports					Exports							
								Manufactured Goods [5-8]					
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5-8]	Total	Non-Manufactures [0-4]	Total	Chemicals [5]	Textiles (2)	Metals (3)	Machinery and Transport Eqpt. [7]	Other
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	104	102	110	101	107	99	100	100	103
1963	107	102	101	120	113	108	120	106	113	101	100	107	110
Unadjusted													
1962 1st quarter	103	107	94	110	102	100	106	100	105	101	99	100	95
2nd quarter	103	107	94	110	104	106	107	107	111	102	103	108	107
3rd quarter	102	100	96	121	102	98	109	96	105	93	96	93	102
4th quarter	104	101	101	116	107	105	119	102	110	102	102	99	107
1963 1st quarter	103	99	97	125	106	107	115	106	109	100	98	111	100
2nd quarter	106	102	94	126	112	110	123	109	116	102	101	111	109
3rd quarter	107	101	105	120	110	102	117	101	111	99	94	98	111
4th quarter	113	106	110	117	121	113	127	110	117	105	105	109	118
1964 1st quarter	119	106	107	126	139	113	115	113	125	106	102	115	115
2nd quarter	121	103	109	133	144	114	116	114	127	109	109	113	119
1963 July	113	109	106	122	121	108	115	107	115	104	100	106	117
August	105	97	109	118	105	103	124	101	114	103	93	97	115
September	103	97	101	119	105	96	112	93	103	91	90	91	102
October	117	112	109	113	130	112	128	110	116	105	105	109	117
November	111	105	105	116	119	111	126	109	119	108	109	105	120
December	111	100	117	122	113	115	126	110	117	104	99	111	117
1964 January	131	120	128	134	145	104	111	104	113	100	99	106	99
February	111	100	98	120	129	112	118	112	124	101	99	114	117
March	114	97	95	123	144	123	116	124	138	115	110	125	130
April	125	102	113	140	152	108	109	108	120	105	105	106	111
May	116	101	103	133	135	125	125	126	141	120	116	125	131
June	122	105	113	127	145	109	114	109	120	100	105	107	115
July	117	104	105	120	138	102	90	104	120	97	97	101	112
Seasonally adjusted													
1962 1st quarter	*100*	*103*	*94*	*106*	*99*	*99*	*106*	*99*	*103*	*99*	*99*	*98*	*98*
2nd quarter	*103*	*107*	*94*	*107*	*103*	*103*	*108*	*103*	*108*	*102*	*101*	*101*	*107*
3rd quarter	*106*	*106*	*97*	*120*	*107*	*103*	*115*	*102*	*108*	*97*	*103*	*100*	*103*
4th quarter	*103*	*98*	*100*	*117*	*107*	*102*	*112*	*101*	*109*	*99*	*99*	*100*	*103*
1963 1st quarter	*102*	*96*	*96*	*121*	*104*	*106*	*114*	*105*	*107*	*97*	*98*	*108*	*103*
2nd quarter	*106*	*103*	*94*	*123*	*110*	*107*	*125*	*104*	*113*	*102*	*99*	*103*	*109*
3rd quarter	*109*	*106*	*105*	*117*	*114*	*108*	*122*	*107*	*115*	*103*	*101*	*105*	*113*
4th quarter	*111*	*102*	*109*	*119*	*121*	*110*	*119*	*109*	*117*	*103*	*101*	*110*	*114*
1964 1st quarter	*118*	*104*	*108*	*125*	*137*	*112*	*115*	*111*	*123*	*103*	*102*	*111*	*119*
2nd quarter	*120*	*103*	*109*	*131*	*141*	*110*	*116*	*109*	*123*	*107*	*105*	*105*	*118*
1963 July	*111*	*109*	*101*	*116*	*117*	*106*	*121*	*104*	*115*	*101*	*99*	*102*	*111*
August	*106*	*103*	*102*	*111*	*111*	*110*	*128*	*108*	*120*	*105*	*102*	*105*	*116*
September	*112*	*104*	*111*	*125*	*115*	*109*	*118*	*108*	*111*	*103*	*102*	*109*	*111*
October	*107*	*99*	*102*	*106*	*119*	*108*	*117*	*107*	*114*	*101*	*98*	*109*	*109*
November	*111*	*104*	*106*	*118*	*119*	*108*	*115*	*108*	*119*	*103*	*105*	*105*	*114*
December	*116*	*103*	*119*	*133*	*125*	*115*	*126*	*114*	*118*	*104*	*101*	*117*	*118*
1964 January	*119*	*110*	*112*	*122*	*133*	*104*	*111*	*102*	*112*	*100*	*99*	*101*	*105*
February	*117*	*103*	*108*	*127*	*134*	*116*	*121*	*115*	*127*	*101*	*102*	*117*	*124*
March	*117*	*97*	*104*	*125*	*144*	*117*	*114*	*117*	*129*	*108*	*105*	*116*	*127*
April	*119*	*98*	*111*	*131*	*143*	*106*	*111*	*105*	*119*	*106*	*103*	*100*	*113*
May	*116*	*102*	*105*	*130*	*134*	*116*	*120*	*115*	*128*	*114*	*105*	*112*	*124*
June	*124*	*109*	*112*	*131*	*146*	*108*	*118*	*106*	*120*	*102*	*105*	*102*	*117*
July	*112*	*102*	*99*	*115*	*129*	*102*	*98*	*103*	*121*	*97*	*98*	*100*	*108*

(*1*) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(*2*) Export List Division 65. (*3*) Export List Divisions 67, 68 and 69.

Retail sales in July

ESTIMATES FOR JULY indicate that the underlying trend of the value of retail sales continued upwards but, as in recent months, more slowly than earlier in the year. During the three months to July the seasonally adjusted index was higher, by less than a point, than during the previous three months, much the same increase as those during the three months to May and to June over preceding three monthly periods, while during the three-month periods to March and to April the increases were one to two points. The index for July was 113, the same as in May and a point higher than in June but, particularly because of the difficulties of allowing properly for the varying dates of Whitsun in the May and June figures, these small month to month movements are not significant.

The seasonally adjusted index of the volume of sales was unchanged at 105 in July. The run of monthly figures still indicates, as it did last month, that the underlying trend of the volume of sales has been slightly downward in recent months. (Because of the revisions to the June estimates, mentioned at the end of this article, there was a consequent revision to the volume index for June which, although only slight, was sufficient to alter the rounded figure from 104 to 105).

Clothing and footwear shops

The seasonally adjusted index of the value of sales by clothing and footwear shops regained in July most of the fall in June and at 109 was almost back at its May level. Sales by these shops, however, vary from month to month and the index is also particularly subject to the difficulties mentioned above of allowing for the varying dates of Whitsun. At 109, the index was at about the average level of the first half of the year. Compared with a year earlier, and before seasonal adjustment the value of sales was 3 per cent higher in July, a smaller increase than has been recorded in recent months after allowing for the distortion in the increases for May and for June caused by Whitsun being in June last year and in May this year. Sales by women's wear shops showed similar changes in July and in May/June as the total. For men's wear shops the increase for July was 4 per cent, only slightly less than the trend of recent months. Footwear shops were up by 5 per cent in July, a somewhat smaller increase than in recent months taking account of the distortion referred to above. Prices of clothing and footwear were about 1 per cent higher than a year earlier, a similar increase to that in recent months.

Durable goods shops

After seasonal adjustment the index of the value of sales by durable goods shops was 113 in July, a little below the revised estimate for June. Taking one month with another, however, there has been little change in the index over the past year. Compared with ayear earlier, and before seasonal adjustment, sales by durable goods shops were 4 per cent higher in July against an increase of 9 per cent in June. Both furniture shops and other durable goods shops showed smaller increases in July than in June. Prices of durable goods continued to be about 3 per cent higher than a year earlier.

Other non-food shops

At 114 the seasonally adjusted index for this miscellaneous group of shops was the same as in June and during the second quarter of the year.

Food shops

The seasonally adjusted index of the value of sales by food shops in July at 113 was a point higher than in June and during the second quarter as a whole. The volume index, however, was unchanged at 103, which was also the level of the second quarter.

Analysis by form of organization

July—Index numbers of values of sales per week and percentage changes compared with a year earlier (a)

1961 = 100

	Total all retailers	Independent retailers	Multiple retailers	Co-operative societies
	%	%	%	%
ALL KINDS OF BUSINESS	113 + 6	112 + 5	122 + 9	98 +2
FOOD SHOPS	113 + 7	111 + 6	127 +12	96 +3
Grocers	113 + 7 (g)	110 + 6	132 +14	95 +2 (g)
Butchers	103 + 5	..	..	..
Greengrocers, fruiterers	113 + 1	114 + 1	116 + 1	91 —5
Fishmongers, poulterers	120 + 9	..	..	..
Bread and flour confectioners	125 + 8 (h)	120 + 7	133 + 9	..
Off-licences	110 +10	101 + 8	119 +12	..
Dairymen	121 +11	..	..	107 +7
Other food shops	91 + 2	..	..	..
NON-FOOD SHOPS	114 + 4	..	..	..
Clothing and footwear shops	112 + 3	111 + 2	115 + 5	98 +1
Footwear shops	118 + 5	116 + 3	123 + 6	94 —2
Men's wear shops	114 + 4	117 + 7	111 + 2	106 +1
Women's wear shops	110 + 3	109 + 1	114 + 5	96 +1
of which:				
Women's, girls' and infants' wear specialist shops	..	106 + 1	..	—
Drapers and general outfitting shops	—	110 + 1	..	—
Large (c)	—	118 Nil	—	—
Medium (c)	—	112 + 2	—	—
Small (c)	—	102 + 1	—	—
Durable goods shops	112 + 4	106 + 3	125 + 5	108 +3 (f)
Furniture shops	120 + 4	119 + 5	124 + 2	—
Large (c)	—	129 + 5	—	—
Medium and small (c)	—	116 + 5	—	—
Other durable goods shops	106 + 3	89 — 1 (e)	125 + 7*	—
Radio and electrical goods shops	97 Nil	89 — 1	114 Nil	—
Radio and cycle shops, cycle shops, perambulator shops				
Electricity showrooms	126 + 7	—	126 + 7	—
Gas showrooms	152 +23	—	152 +23	—
Miscellaneous non-food shops (b)	115 + 6	..	..	..
Confectioners, tobacconists, newsagents	112 + 5	111 + 5	118 + 9	—
Booksellers, stationers	..	116 + 6	..	—
Chemists, photographic goods dealers (d)	124 + 9	128 + 9	120 + 9	112 +6
Jewellers	119 +10	120 +11	115 + 4	—
Leather goods, sports goods, toys and fancy goods shops	112 + 5	..	..	—
Ironmongers and hardware shops	112 + 6	112 + 5	111 + 6	—(f)
General Department Stores	120 + 1	—	—	—

* Provisional.

Revisions to the figures for June

There was an error in the estimates for June for gas showrooms supplied by the Gas Council. As a result a number of the June figures have been revised. In so far as these amendments affect the whole number of seasonally adjusted estimates the revised figures are given in the summary table at the beginning of this article and are noted as such. Revisions to the index numbers and percentage changes on a year earlier for June and for the second quarter of this year are given below.

	June 1964	2nd quarter, 1964
Total, all kinds of business:		
Total, all retailers	108	109
	+5	+6
Multiple retailers	119	119
	+7	+9
Total non-food shops; multiple retailers	115	114
	+4	+7
Total, durable goods shops:		
Total, all retailers	105	106
	+9	+8
Multiple retailers	122	117
	+9	+8
Other durable goods shops:		
Total, all retailers (excluding Co-operative Societies)	108	108
	+8	+8
Multiple retailers	126	119
	+8	+8
of which: Gas showrooms	156	144
	+30	+24

Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1963 1st quarter	106	108	104	102	99	106
2nd quarter	106	106	105	101	105	107
3rd quarter	109	107	110	112	111	110
4th quarter	110	109	111	111	112	112
1964 1st quarter	112	111	112	110	111	113
2nd quarter	112	112	112	108	114*	114
1963 July	107	106	107	105	108	108
August	110	108	112	114	114	110
September	110	108	112	115	110	110
October	109	108	110	110	110	112
November	109	109	109	107	110	110
December	111	108	113	115	114	113
1964 January	112	111	113	111	113	114
February	112	110	113	113	112	113
March	111	111	111	107	109	112
April	113	113	113	108	113	114
May	113	111	113	110	113	113
June	112	112	112	106	115*	114
July	113	113	112	109	113	114

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1963 1st quarter	101	102	100
2nd quarter	102	102	102
3rd quarter	105	103	106
4th quarter	105	103	107
1964 1st quarter	106	104	107
2nd quarter	105	103	106
1963 July	103	102	104
August	106	104	108
September	105	103	108
October	104	103	105
November	104	104	105
December	106	103	109
1964 January	107	105	108
February	105	104	108
March	105	104	106
April	106	105	107
May	104	102	106
June	105*	103	105
July	105	103	106

(a) The total and sub-total series in this table are seasonally adjusted independently from the component series. As was mentioned in the article in the *Board of Trade Journal* of July 6 1962, this occasionally results in inconsistencies between total and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment.
(b) Including general department stores. * Revised

Index numbers of sales per week, and percentage changes compared with a year earlier (a)

(i) Analysis by broad groups: value and volume. 1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,095)				Food shops (£4,171)				Non-food shops											
									Total (£4,923)				Clothing and footwear shops (£1,395)		Durable goods shops (f) (£956)		General department stores (£451)		Miscellaneous non-food shops (b) (£2,121)	
	Value		Volume*		Value		Volume*		Value		Volume*									
1962 Year	103	+3	101	+1	104	+4	102	+2	103	+3	100	Nil	102	+ 2	102	+ 2	103	+3	103	+3
1963 Year	108	+4	103	+3	107	+3	103	+1	108	+5	104	+4	107	+ 5	107	+ 4	108	+5	109	+5
1964 Year to date‡	107	+5	100	+3	110	+4	102	+2	104	+7	99	+5	100	+ 6	107	+ 9	102	+5	106	+6
1963 3rd quarter	105	+4	102	+3	105	+2	101	+1	106	+6	102	+5	105	+ 6	106	+ 6	104	+6	107	+5
4th quarter	125	+6	119	+4	115	+3	109	+1	133	+7	128	+7	137	+ 8	128	+ 8	140	+6	131	+7
1964 1st quarter	103	+6	98	+5	108	+3	102	+2	98	+8	94	+7	89	+ 8	106	+12	96	+8	101	+7
2nd quarter	109	+6	102	+2	111	+5	102	+1	108	+6	102	+4	108	+ 5	106	+ 8	102	+5	109	+6
1964 April	109	+6	102	+3	112	+5	104	+2	106	+7	101	+5	103	+ 6	107	+11	102	+5	109	+6
May	111	+6	104	+3	112	+4	103	+1	111	+7	105	+5	118	+12	107	+ 4	105	+3	110	+6
June	108	+5	100	+1	110	+6	100	Nil	106	+5	100	+2	106	Nil	105	+ 9	100	+7	108	+6
July	113	+6	105	+2	113	+7	102	+1	114	+4	107	+2	112	+ 3	112	+ 4	120	+1	115	+6

(ii) Analysis by kind of business: value only.

(Sales in 1961 £ million)	Food shops														Clothing and footwear shops					
	Grocers (g) (£2,406)		Butchers (£641)		Greengrocers, fruiterers (£324)		Fishmongers, poulterers (£81)		Bread and flour confectioners (h) (£196)		Off-licences (£140)		Dairymen (£369)		Other food shops (£14)		Footwear shops (£230)		Men's wear shops (£282)		Women's wear shops (£883)	
1962 Year	104	+4	102	+2	101	+1	102	+2	107	+7	107	+ 7	106	+ 6	103	+3	101	+ 1	102	+2	102	+ 2
1963 Year	108	+4	104	+2	100	—1	106	+3	113	+6	114	+ 7	110	+ 4	98	—5	106	+ 4	107	+4	107	+ 5
1964 Year to date‡	111	+4	105	+5	105	—1	111	+6	115	+6	102	+ 8	117	+ 6	100	+4	99	+ 7	104	+5	100	+ 6
1963 3rd quarter	106	+3	100	+2	100	—3	106	+3	116	+5	99	+ 8	106	+ 1	92	—8	108	+ 6	104	+5	105	+ 6
4th quarter	115	+4	112	+2	91	+2	109	+5	121	+5	169	+ 5	113	+ 3	104	—4	134	+10	130	+8	139	+ 7
1964 1st quarter	110	+3	108	+4	95	—1	108	+6	110	+7	101	+ 8	113	+ 2	102	+3	81	+12	96	+6	89	+ 8
2nd quarter	111	+5	103	+5	113	Nil	113	+6	118	+5	101	+ 7	121	+ 9	100	+5	113	+ 5	108	+5	107	+ 5
1964 April	112	+5	109	+8	107	—4	109	+1	118	+4	103	+ 7	123	+ 8	99	+6	103	+ 5	104	+6	102	+ 6
May	112	+4	103	+3	116	+3	114	+7	119	+5	105	+ 9	120	+ 6	109	+4	127	+20	114	+9	116	+11
June	110	+6	99	+6	117	Nil	115	+9	118	+6	96	+ 6	121	+11	95	+6	109	— 5	107	+2	104	Nil
July	113	+7	103	+5	113	+1	120	+9	125	+8	110	+10	121	+11	91	+2	118	+ 5	114	+4	110	+ 3

(*Continued on next page*)

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RETAIL SALES, continued

(Sales in 1961 £ million)	Durable goods shops (f)								Miscellaneous non-food shops											
			Other durable goods shops																	
	Furniture shops		Total		Radio and electrical goods shops, Radio and cycle shops, perambulator shops		Electricity showrooms		Gas showrooms		Confectioners, tobacconists, newsagents		Booksellers, stationers†		Chemists, photographic goods dealers (d)		Jewellers		Leather goods, sports goods, toys and fancy goods shops		Ironmongers and hardware shops	
	(£403)		(£472)		(£368)		(£55)		(£49)		(£795)		(£60)		(£261)		(£89)		(£76)		(£236)	
1962 Year	102	+ 2	103	+ 3	101	+1	108	+ 8	114	+14	104	+4	105	+ 5	103	+ 3	100	Nil	101	+ 1	102	+2
1963 Year	104	+ 2	110	+ 7	105	+4	118	+ 9	137	+19	107	+4	111	+ 6	108	+ 4	105	+ 5	103	+ 2	107	+5
1964 Year to date‡	106	+10	109	+ 8	103	+5	116	+ 7	147	+25	107	+4	113	+ 8	105	+ 6	94	+13	89	+ 9	106	+3
1963 3rd quarter	105	+ 3	107	+ 8	100	+5	122	+ 7	143	+23	106	+3	106	+ 6	109	+ 5	108	+ 7	110	+ 5	107	+5
4th quarter	123	+ 8	133	+ 8	128	+5	137	+ 9	170	+34	118	+4	130	+ 6	130	+ 5	154	+ 9	147	+ 5	118	+6
1964 1st quarter	103	+15	110	+ 9	106	+6	109	+12	148	+27	106	+4	117	+11	96	+ 6	88	+19	76	+13	103	+1
2nd quarter	105	+ 8	108	+ 8	101	+6	120	+ 4	144	+24	107	+3	109	+ 6	108	+ 7	93	+10	95	+ 8	108	+5
1964 April	106	+ 9	109	+10	106	+8	102	+ 5	135	+32	108	Nil	110	+ 4	100	+ 7	87	+ 9	92	+ 8	114	+6
May	109	+ 4	106	+ 5	100	+5	116	+ 3	138	+10	108	+4	105	+ 1	111	+11	92	+ 7	96	+10	112	+5
June	101	+ 9	108	+ 8	98	+5	137	+ 3	156	+30	104	+5	112	+11	112	+ 3	98	+12	96	+ 7	101	+5
July	120	+ 4	106	+ 3	97	Nil	126	+ 7	152	+23	112	+5	116	+ 6	124	+ 9	119	+10	112	+ 5	112	+6

† Independent retailers only. * At average 1961 prices. ‡ January-July.

Notes:

Kind of Business Statistics

(i) These statistics are based on returns from independent retailers (organizations, other than co-operative societies and general department stores, with one to nine branches), multiple retailers (organizations, other than co-operative societies and general department stores, with 10 or more branches), retail co-operative societies and general department stores.

(ii) For independent retailers, multiple retailers and general department stores the figures are based on the total sales, of all types of goods, by each shop and therefore represent the trend of sales in specified kinds of business. Co-operative societies report their sales on a departmental basis and a department's sales are assigned to the most closely corresponding kind of business heading. A single figure is returned for the departments selling durable goods and ironmongery and hardware and this figure is included in the total for durable goods shops.

(iii) Multiple retailers and co-operative societies report sales for all branches open in the sales period, so that, in respect of these two forms of organizations, the statistics take account of changes in the number of shops, e.g., the opening of new shops or the closing or disposal of existing shops. In the case of independent retailers and general department stores, however, sales are generally reported for individual establishments and no reliable measure of changes in the number of shops is available on the basis of which an adjustment might be made.

(iv) A description of the series, based on 1961=100, was given in the *Board of Trade Journal* of May 10, 1963.

Footnotes to Tables:

(a) The periods covered by the index numbers of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by July, 1964 sales was in the four weeks from July 5, 1964 to August 1, 1964, the corresponding period in 1963 was from June 30, 1963, to July 27, 1963. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1957 turnover groupings. Large denotes shops with sales of £100,000 and over in 1957. Medium denotes shops with sales of £15,000 and under £100,000 in 1957. Small denotes shops with sales of under £15,000 in 1957.

(d) These index numbers do not allow for chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and electrical goods shops and radio and cycle shops, cycle shops, perambulator shops.

(f) See Note (ii) above.

(g) Including the bakery departments of co-operative societies.

(h) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

Hire purchase business in July

CREDIT ADVANCED by finance houses in July remained at about the same high level as in recent months and once again debt owed to finance houses rose substantially. At the end of the month the total debt owed to finance houses and household goods shops was £1,059 million, an increase of £17 million in the month.

Finance houses

New business in July hardly retreated at all from the high levels of the three previous months. Making allowance for the normal seasonal movements suggests that the underlying trend of new business has continued steady at the level which has obtained throughout the earlier months of this year.

Compared with a year ago, total new credit in July was up by about one-fifth. Credit for new and used cars was respectively higher than a year ago, by about one-quarter and one-third. For industrial and building plant there was a rise of two-fifths compared with July 1963.

Direct debt owing to finance houses rose by a further £16 million in July to a total of £722 million at the end of the month. Amounts owing by retailers under block discounting arrangements rose by £1 million to £47 million.

Household goods shops

Compared with a year ago sales on credit instalment terms by household goods shops showed a small decrease largely contributed to by hire purchase sales of furniture and furnishings shops, there being no great change fo the haridware, radio and electrical group of shops. The series is subject to monthly irregularities but, after allowing for these and for the normal seasonal movements, the July figures do not suggest any change in the underlying trend of business which has remained at a fairly steady level since the middle of last year.

Debt outstanding to household goods shops as a whole rose slightly to a total of £337 million at the end of July.

Notes on statistics

The statistics in this article are derived from monthly returns made to the Board of Trade by two types of contributor – household goods shops and finance houses. The household goods shops give the value of the goods sold on credit. Covered in this full credit price would be the full cash price, including the down payment, and, where the credit is provided by the shop, any credit charges. From these figures the index numbers of credit sales per week given in Table 3 are derived. These figures include all goods sold on instalment credit terms by the retailers concerned, whether they themselves finance the credit extended or whether this is financed by another organization, for example, a finance house. The contributors comprise electricity and gas showrooms, co-operative societies, department stores and multiple and independent retailers. Clothing shops, mail order houses and credit traders calling on customers for orders are not included. From April 1964 department stores were asked to include sales on budget accounts

Debt

Table 1—Estimates of hire purchase and other credit instalments outstanding

END OF PERIOD

£ million

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Owed directly to household goods shops	1962	304	301	296	293	292	294	295	297	300	304	308	318
	1963	316	313	311	308	311	313	315	319	323	324	329	340
	1964	339	338	337	335	336	336	337					
Owed directly to finance houses	1962	606	598	592	590	593	593	597	593	590	583	571	569
	1963	562	559	563	573	584	593	603	608	611	615	618	614
	1964	618	631	648	668	688	706	722					
Total of above	1962	910	899	888	883	885	887	892	890	890	887	883	887
	1963	878	872	874	881	895	906	918	927	934	939	947*	954
	1964	957	969	985	1003	1024	1042	1059					

Table 2—Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: For household goods	New Credit Extended: For other durable goods	New Credit Extended: Total	Repayments	Change in Debt
1958	292	363	655	547	+108
1959	394	523	917	624	+293
1960	301	519	820	734	+ 86
1961	283	515	798	806	— 8
1962	301	437	738	778	— 40
1963	318	500	818	751	+ 67
1961 1st quarter	64	136	200	201	— 1
2nd quarter	69	164	233	210	+ 23
3rd quarter	72	126	198	202	— 4
4th quarter	78	89	167	193	— 26
1962 1st quarter	63	104	167	206	— 39
2nd quarter	69	128	197	198	— 1
3rd quarter	79	114	193	190	+ 3
4th quarter	90	91	181	184	— 3
1963 1st quarter	66	102	168	181	— 13
2nd quarter	74	146	220	188	+ 32
3rd quarter	83	133	216	188	+ 28
4th quarter	95	119	214	194	+ 20
1964 1st quarter	79(a)	150	229	198	+ 31
2nd quarter	70	189	259	202	+ 57

(a) Fourteen weeks.

in their monthly returns of instalment credit business and to cover sales in other departments as well as household goods departments, sales of which were not separately distinguished in the returns from that date. The index numbers for May and subsequent months will therefore reflect changes in sales under this wider definition.

The contributing finance houses, on the other hand, send in figures of the value of new credit extended, including credit charges, during the month. Down payments on the articles are not included. These figures form the basis of Table 4. In so far as goods sold by the household goods shops, whose credit sales comprise Table 3, are financed by direct agreements made between a finance house and the buyer, the new credit extended would also figure in Table 4, as well as being part of the value of sales covered by Table 3.

Both types of contributor also return monthly totals of instalments outstanding to them at the end of each period. These figures are brought together in Table 1. The estimates of debt owed direct to household goods shops relate to agreements entered into between customers and retailers. These estimates include the amounts outstanding on agreements which are subsequently discounted by finance houses. The debt outstanding on agreements made direct between finance houses and retail customers is, however, excluded from the debt owed to shops and included in the total of instalments owed to finance houses. This total does not include the amounts which have been discounted with finance houses. Included with finance houses are some manufacturers who finance credit sales of their own products.

Table 2 gives total credit transactions of finance houses and

New business of household goods shops

Table 3—Index numbers of value of goods sold on hire purchase and other instalment credit per week

Average of 1957 = 100

		Year	Jan.	Feb.	March (a)	April	May	June (a)	July	Aug.	Sept. (a)	Oct.	Nov.	Dec. (a)
Furniture and Furnishings Shops	Total (multiple and independent retailers, co-operative societies)	1962	98	96	94	100	105	104	115	108	113	124	131	140
		1963	93	87	94	105	114	102	121	110	122	128	140	148
		1964	106	104 (a)	102	112	107	107	119					
	of which: Multiple retailers (b)	1962	103	100	94	102	106	114	126	115	118	131	139	151
		1963	101	96	98	114	120	115	132	117	130	140	147	161
		1964	112	114 (a)	105	125	116	124	129					
	Independent retailers	1962	89	90	89	93	97	89	97	92	99	108	113	122
		1963	81	75	85	93	100	84	100	95	103	109	122	127
		1964	93	86 (a)	88	90	89	84	99					
Hardware, Radio, Electrical Goods, Cycle and Perambulator Shops	Total (multiple and independent retailers, co-operative societies, gas and electricity showrooms)	1962	89	89	93	88	98	116	118	112	116	120	127	136
		1963	97	97	102	96	112	119	118	118	128	129	135	149
		1964	108	107 (a)	105	107	112	120*	118					
	of which (multiple and independent): Radio and electrical goods, cycle and perambulator shops	1962	68	61	60	62	66	78	79	78	75	82	86	105
		1963	71	67	67	66	73	74	79	82	78	78	82	101
		1964	75	66 (a)	64	70	71	70	72					
Department Stores: Household goods departments		1962	142	114	111	117	120	121	148	122	134	153	160	125
		1963	138	109	111	116	129	112	155	119	134	158	172	140
		1964	152	118 (a)	114	124	127 (c)	117	141					
Total, Household Goods Shops		1962	97	94	94	95	103	111	119	111	116	124	131	139
		1963	98	93	99	101	114	111	122	114	126	131	140	146
		1964	110	107 (a)	105	110	111	114*	120					

(a) Average of five weeks.
(b) Multiple retailers are defined as those having ten or more branches.
(c) Not strictly comparable with previous months – see Notes on Statistics.
* Revised figures: there was an error in the estimates for June for gas showrooms supplied by the Gas Council.

(Continued on next page)

HIRE PURCHASE, continued

New business of finance houses

Table 4—Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month

Monthly average 1957 = 100

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Private cars – new	1962	124	145	168	169	238	201	199	145	137	158	148	102
	1963	159	161	245	270	314	255	274	204	201	235	208	146
	1964	242	262	326	349	334	340	338					
Private cars – used	1962	96	121	134	138	179	162	169	152	126	133	111	78
	1963	81	104	151	168	188	160	181	162	149	163	141	112
	1964	147	176	197	234	232	234	235					
Commercial motor vehicles – new and used	1962	155	157	171	157	185	161	160	130	127	143	136	94
	1963	122	123	160	168	188	155	169	140	139	171	162	135
	1964	177	172	198	217	209	204	191					
Motor cycles, side-cars, power assisted cycles – new and used	1962	43	64	78	82	106	95	96	82	68	66	51	33
	1963	30	40	72	87	102	88	97	94	73	71	57	40
	1964	47	67	72	88	102	106	102					
Caravans – new and used	1962	95	127	172	175	222	205	217	198	160	153	115	76
	1963	74	98	178	242	235	216	231	209	177	173	136	93
	1964	112	145	195	238	223	238	245					
Farm equipment and tractors	1962	93	105	143	110	112	116	141	151	139	153	126	75
	1963	90	86	134	139	143	119	162	179	170	166	153	114
	1964	155	122	152	192	139	185	185					
Industrial and building plant and equipment	1962	254	300	337	266	302	254	286	212	216	235	209	181
	1963	233	217	312	295	329	276	339	260	264	313	312	263
	1964	366	386	380	469	468	442	479					
Household goods (*a*)	1962	118	98	90	88	110	105	120	115	107	120	117	110
	1963	128	96	108	107	124	105	120	120	118	133	127	128
	1964	148	117	122	124	121	116	103					
All goods (including goods not shown above)	1962	121	133	147	142	179	160	168	143	127	140	126	94
	1963	115	116	164	177	201	169	189	162	154	175	157	129
	1964	174	184	209	236	230	231	228					

(*a*) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

household goods shops combined. For further details see Economic Trends No. 95, September 1961. The figures were revised in the *Board of Trade Journal* of August 17, 1962, in the light of more comprehensive information about deposits on household goods derived from the Family Expenditure Surveys. Returns from household goods shops for February 1964 covered five weeks, in order that dates for the standard periods of four, four and five weeks in each quarter, for which the bulk of shops report their figures, should be brought more into line with calendar months. The estimate of new credit extended for household goods in the first quarter 1964 consequently relates to 14 weeks, compared with 13 weeks in other quarters shown.

The repayment figures are derived from the new business and change in debt outstanding reported by contributors and thus necessarily include sums written off as irrecoverable and lump sum settlements of outstanding balances in addition to normal weekly, monthly or other periodical instalments.

Tables 1, 3 and 4 are based upon estimates derived from the Census of Distribution for 1957. The results of the 1961 Census of Distribution show that many cycle and radio shops are now classed as radio shops owing to a shift in the balance of their sales. Consequently, the category 'cycle shops, cycle and radio shops, perambulator shops', which was distinguished in Table 3 up to December 1962, is now combined with the radio and electrical goods shops pending the examination of the current kind of business of contributors which will be part of the re-basing of these monthly statistics on the Census for 1961.

The estimates in £'s million of goods sold on hire purchase and other instalment credit during 1957, on which Table 3 is based, are: furniture and furnishings shops, 138·32, of which multiple retailers, 58·76 and independent retailers, 59·80; hardware, radio and electrical goods shops, electricity and gas showrooms, cycle and perambulator shops, 153·92, of which radio and electrical goods, cycle and perambulator shops, 98·80; department stores (household goods departments), 22·36. Total, household goods shops, 314·60.

The estimates in £'s million of the amount of new hire purchase and other instalment credit extended in 1957 by finance houses, on which Table 4 is based, are: private cars (new), 55·96 and (used), 122·36; commercial motor vehicles, 46·25; motor cycles, etc., 32·33; caravans, 7·03; farm equipment and tractors, 7·53; industrial and building plant and equipment, 17·02; household goods (including pedal cycles), 49·01; and all goods, 350·57.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, September 4, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
	BRITISH				
The Soldier's Tale	British Home Entertainment Ltd.	Ipsilon Films Ltd.	Br/E 29693	52	September 1
An Evening with the Royal Ballet	" "	British Home Entertainment Ltd.	Br/E 29694	85	September 1
Mining Review No. 1 – 18th Year	Data Film Distributors Ltd.	National Coal Board	Br/E 29697	11	September 2
Pathe Pic. Series 495/507:					
Pathe Pic. No. 507	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 29698	8	September 3
Movietone News 1838A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29434	7	September 4
Movietone News 1839	" "	" "	Br/E 29435	7	September 4
Pathe News 64-71	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29546	8	September 4
Pathe News 64-72	" "	" "	Br/E 29547	8	September 4
	FOREIGN				
The Best Man	United Artists Corp. Ltd.	Miller Turman Productions Inc.	F 29692	104	September 1
Goliath Against the Vampires (Maciste Contro il Vampiro)	Gala Film Distributors Ltd.	Ambrosiana, Rome	F 29695	92	September 2
Phantom Lovers (Fantasmi a Roma)	" "	Lux Films, Rome, and Vides Films, Rome	F 29696	101	September 2
The Night of the Iguana	Metro-Goldwyn-Mayer Pictures Ltd.	Seven Arts Associated Corp.	F 29699	118	September 4

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Insurance companies' investments rise sharply this year

ADDITIONS to investments of insurance companies in the second quarter of 1964, at £159·2 million, were £1·4 million higher than in the preceding quarter. Cash balances and other short-term assets rose by £11·8 million, giving a total increase in assets of £171·0 million during the period, £3·5 million less than in the preceding quarter. However, if the first six months of the year are taken together, the insurance companies are seen to have added £345·5 million to their assets, 32 per cent more than in the corresponding period of 1963, the bulk of the increase going into company securities.

Life funds

Life funds' net investment in government securities amounted to £29·6 million in the period, £24·0 million more than in the preceding quarter. The new money, together with some £15 million from switching out of shorter term gilts, was mainly invested in dated stocks with over 15 years to maturity. Investment in company securities, at £82·9 million, was £17·8 million less than in the previous quarter, largely as the result of less interest being shown in debentures. Advances for house purchase loans and for other mortgages and loans fell by £2·7 million and £4·6 million respectively from the high levels in the previous quarter. Investment in land, property and ground rents directly by the life funds themselves fell slightly from £12·1 million in the first quarter to £11·4 million in the second. Additions to cash and short-term assets rose from £8·3 million in the first quarter to £11·9 million in the second, giving a total increase in assets of £162·6 million, £1·0 million more than in the previous quarter.

General funds

General funds showed no change in their cash position but added £8.4 million to their investments in the second quarter of 1964, £4·0 million more than in the preceding quarter. The rise, in the main, reflected net purchases of equities.

Notes:

The statistics relate to United Kingdom insurance companies which are members of the British Insurance Association and to collecting friendly societies. The figures exclude direct investment in overseas branches or subsidiaries, and also exclude assets held by, or on behalf of those branches, even if they are held in the United Kingdom.

Transactions are recorded at cash values. Net investment is the difference between payments made for assets acquired and payments received for assets realized. Fuller definitions are given in the *Board of Trade Journal* of June 26, 1964 (page 1392). The figures have been rounded and totals are not always exactly equal to the sums of their components.

Conference on industrialization in developing countries

THE ROLE of industrialization in developing countries is the subject of a conference which opened at Cambridge on September 6. Delegates from 20 overseas countries attended, from Africa, Asia, Latin America, the Middle East, the Caribbean and the United States, and from some 20 leading international organizations, universities and private bodies.

The conference, sponsored by Cambridge University Overseas Studies Committee, and arranged by the Department of Technical Co-operation, is being held at King's College, Cambridge, until September 19.

Transactions in assets of insurance companies

£ million

ASSETS	LIFE FUNDS					GENERAL FUNDS					COMBINED FUNDS				
	Net Investment 2nd qtr., 1963	Net Investment 1st qtr., 1964	2nd quarter, 1964			Net Investment 2nd qtr., 1963	Net Investment 1st qtr., 1964	2nd quarter, 1964			Net Investment 2nd qtr., 1963	Net Investment 1st qtr., 1964	2nd quarter, 1964		
			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment
Public sector securities:															
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years	— 0·1	+ 6·3	18·4	27·1	— 8·7	—1·3	+ 1·0	1·6	2·0	— 0·4	— 1·4	+ 7·3	20·0	29·1	— 9·1
Over 5 and up to 10 years	— 2·1	— 1·0	8·3	10·0	— 1·7	—1·0	— 2·7	1·6	5·5	— 3·9	— 3·2	— 3·7	9·8	15·5	— 5·7
Over 10 and up to 15 years	+ 5·4	— 5·4	18·7	18·9	— 0·2	—0·6	+ 2·5	1·2	1·3	— 0·1	+ 4·8	— 2·8	19·9	20·1	— 0·3
Over 15 years	+ 22·7	— 1·7	90·4	56·3	+ 34·2	+1·2	— 0·6	4·6	3·3	+ 1·4	+ 23·9	— 2·3	95·1	59·5	+ 35·5
Undated	+ 9·6	+ 7·4	17·4	11·4	+ 6·0	+0·5	— 0·2	—	—	—	+ 10·1	+ 7·2	17·4	11·4	+ 5·9
Local authorities, etc., securities	+ 1·2	+ 1·1	8·4	5·4	+ 3·0	—0·8	+ 0·9	1·1	0·9	+ 0·2	+ 0·4	+ 2·0	9·6	6·3	+ 3·3
Total of public sector securities	+ 36·6	+ 6·8	161·6	129·0	+ 32·6	—2·0	+ 0·9	10·1	13·0	— 2·9	+ 34·6	+ 7·7	171·7	142·0	+ 29·7
Other investments:															
Company securities:															
Ordinary shares	+ 23·9	+ 40·5	63·6	24·5	+ 39·1	+0·3	— 1·0	8·0	2·9	+ 5·1	+ 24·2	+ 39·5	71·7	27·4	+ 44·2
Preference shares	+ 6·4	+ 2·0	6·9	1·5	+ 5·4	+0·1	+ 0·5	1·2	0·4	+ 0·8	+ 6·5	+ 2·4	8·1	1·9	+ 6·2
Debentures, etc.	+ 28·7	+ 58·2	48·9	10·5	+ 38·4	—0·5	+ 1·0	2·7	1·4	+ 1·4	+ 28·3	+ 59·2	51·7	11·9	+ 39·8
Mortgages and loans:															
Home—House purchase loans	+ 6·7	+ 11·3	27·7	19·1	+ 8·6	+0·6	+ 1·2	1·7	0·9	+ 0·8	+ 7·4	+ 12·4	29·4	20·1	+ 9·3
Other mortgages and loans	+ 18·5	+ 20·8	27·5	11·4	+ 16·2	+0·2	— 0·1	1·9	0·4	+ 1·5	+ 18·7	+ 20·6	29·4	11·8	+ 17·6
Overseas	+ 0·2	+ 0·2	0·6	0·4	+ 0·2	+0·1	+ 0·1	—	—	—	+ 0·3	+ 0·3	0·6	0·4	+ 0·2
Overseas government, etc., securities	+ 0·1	+ 1·7	2·1	3·2	— 1·1	+0·1	+ 1·1	2·9	2·4	+ 0·5	+ 0·3	+ 2·8	5·0	5·6	— 0·6
Land, property and ground rents	+ 13·8	+ 12·1	13·6	2·2	+ 11·4	+0·4	+ 0·3	1·6	0·7	+ 0·8	+ 14·2	+ 12·4	15·2	2·9	+ 12·2
Other investments	—	— 0·1	—	0·1	— 0·1	—0·3	+ 0·4	0·8	0·4	+ 0·5	— 0·4	+ 0·3	0·9	0·5	+ 0·4
Total of other investments	+ 98·3	+146·6	191·0	72·9	+118·2	+1·1	+ 3·5	20·9	9·6	+11·3	+ 99·4	+150·1	212·0	82·5	+129·5
Total of investments	+135·0	+153·4	352·6	201·9	+150·8	—0·9	+ 4·4	31·0	22·6	+ 8·4	+134·1	+157·8	383·7	224·5	+159·2
			BALANCES					BALANCES					BALANCES		
			Mar. 31, 1964	June 30, 1964				Mar. 31, 1964	June 30, 1964				Mar. 31, 1964	June 30, 1964	
Cash and other short-term assets:															
Cash in hand and with U.K. banks	+ 2·5	— 9·1	24·2	33·8	+ 9·6	+0·5	+ 0·3	30·8	34·2	+ 3·4	+ 3·1	— 8·9	55·0	68·0	+ 12·9
U.K. local authority bills and temporary money	+ 0·1	+ 11·7	28·7	26·1	— 2·6	—2·4	+ 5·0	11·1	12·9	+ 1·7	— 2·3	+ 16·7	39·8	38·9	— 0·9
Other short-term assets	— 4·9	+ 5·7	6·7	11·6	+ 4·9	+1·7	+ 3·2	28·6	23·5	— 5·1	— 3·2	+ 8·9	35·3	35·0	— 0·2
Total cash and other short-term assets	— 2·2	+ 8·3	59·6	71·4	+ 11·9	—0·2	+ 8·5	70·6	70·5	—	— 2·4	+ 16·7	130·1	141·9	+ 11·8
Total net investments	+132·8	+161·6			+162·6	—1·1	+12·9	101·5	93·2	+ 8·4	+131·7	+174·5			+171·0

— = nil or less than £·05 million.

Production of man-made fibres in July

TOTAL production by weight of man-made fibres in July was 11 per cent more than in July 1963. Within this total output of continuous filament was 10 per cent more and output of staple fibre 12 per cent more.

(Million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1960 (quarterly average)	67·2	80·8	148·0
1961 (quarterly average)	65·5	76·4	141·9
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1963 1st quarter	76·7	95·3	172·0
2nd quarter	82·6	95·4	178·0
1964 1st quarter	93·4	109·9	203·3
2nd quarter	93·9	109·3	203·2
1963 May	28·8	33·2	62·0
June	27·6	30·8	58·4
July	28·4	31·9	60·3
1964 May	32·3	37·1	69·4
June	30·5	36·4	66·9
July	31·3	35·9	67·1

Gold and currency reserves in August

HM TREASURY announced on September 2 that the gold and convertible currency reserves fell by £33 million to stand at £923 million on August 31. Intergovernmental debt payments made during the month amounted to over £14 million.

Cinema admissions and takings in June

DURING JUNE, the weekly average of admissions to cinemas in Great Britain was 5·7 million and the weekly average of gross box office takings was £0·96 million.

FBI Export Survey

THE FEDERATION of British Industries have carried out a special survey among large firms in which questions were asked about export deliveries during recent months. The 71 firms reporting accounted for about one-third of the country's total exports. The returns showed a somewhat different pattern from the official export figures and, in particular, did not show a steep drop in June and July.

The FBI concluded that the figures for two months were hardly more reliable an indicator of the export situation than those of one month; and that it would be wrong to assume that there had been a clear downturn since May. The survey also produced some evidence of a tendency for delivery dates to lengthen.

Thames-Mersey pipeline authorized

MR. FREDERICK ERROLL, Minister of Power, has authorized the construction by United Kingdom Oil Pipelines Ltd., of a system of pipelines to convey light oil products between the Thames Estuary, Stanwell, the Mersey, and the Midlands. A number of modifications to the route have been authorized in order to meet objections made to the original route.

The Minister intends to consider separately the safety requirements to be imposed before the line is constructed. Special consideration will be given, in consultation with the authorities concerned, to the precautions to be adopted on the sections crossing the surface and underground catchment areas of the Lee Valley Water Company and certain other water undertakers.

Business Monitor : Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Rotating Electrical Machinery for May 1964.
Trailers for May 1964.
Pottery & Electrical Ware for June 1964.
Tools & Implements for June 1964.
Watches & Clocks etc. for June 1964.
Cars & Commercial Vehicles for July 1964.

The first issue of a new monthly series for Footwear (P.17) giving figures for June 1964 has recently been published. The previous quarterly series will continue in the form of a supplement to the new series which gives monthly estimates of manufacturers' sales of footwear in some detail. The new series is available by annual subscription of £1 0s. 0d., inclusive of the supplement.

Quarterly at 7s. 6d. a year, post free:

Colours for April-June 1964.
Lace for April-June 1964.
Linen for April-June 1964.
Pesticides & Allied Products for April-June 1964.
Silk Weaving & Converting for April-June 1964.

New and revised British Standards

Recent British Standards are listed below. Copies are obtainable from the British Standards Institution, British Standards House, 2 Park Street, London, W.1.

	Particulars	Price
		s. d.
SPECIAL ISSUES		
	Annual Report 1963-64	7 6
Extract from B.S. 3499 Part 5 (see below) (PD 5286)	Care and maintenance of stringed instruments: Single copies	1 0
NEW BRITISH STANDARDS		
B.S. 2693	Screwed studs: 2693 Part 2: 1964 Recommendations for high grade studs	5 0
3499	School music equipment: 3499 Part 5: 1964 Recommendations to purchasers of stringed instruments	7 6
3526	Wet type cylinder liners for i.c. engines: 3526 Part 2: 1964 Toroidal sealing rings.	6 0
3618	Glossary of mining terms: 3618 Section 6: 1964 Drilling and blasting	6 0
3765	Varnished PTP-fabric insulated cables	6 0
3772	Starters for use with fluorescent lamps operating on a.c. 50 c/s supplies	7 6
3777	Screw thread measuring cylinders	6 0
3779	Glass-fibre woven tapes for electrical purposes	6 0
3780	Red 6B for use in foodstuffs	3 6
3781	Method for determining the comparative tracking index of solid insulating material	4 6
3782	Sisal mats and matting	3 6
3784	Polytetrafluoroethylene sheet	3 6
3786	Methods of test for ammonium sulphate	10 0
3787	Glass condensers with standard joints	7 6
3788	Tin coated finish for culinary utensils	3 0
NEW BRITISH STANDARDS: AUTOMOBILE SERIES		
AU 37	Dimensions of connections for flexible drives for instruments	1 6
AU 38	Flexible drives for speedometers	1 6
AU 41	Dimensions for front brake steel backing plates for use in cars	1 6
AU 42	Dimensions for rear brake steel backing plates for use in cars	1 6
AU 43	Dimensions for front brake steel backing plates for use in commercial vehicles	1 6
AU 44	Dimensions for rear brake steel backing plates for use in commercial vehicles	1 6
REVISED BRITISH STANDARDS		
750	Underground fire hydrants and dimensions of surface box openings	5 0
903	Methods of testing vulcanized rubber: 903 Part A 23: 1964 Determination of impact brittleness temperature	3 0
1035-40, 1172-74, 1861, 1954	Raw copper	7 6
1035	Cathode copper.	
1036	Electrolytic tough pitch high conductivity copper.	
1037	Fire refined tough pitch high conductivity copper.	
1038	99·85 per cent tough pitch copper.	
1039	99·75 per cent tough pitch copper.	
1040	99·50 per cent tough pitch copper.	
1172	Phosphorus deoxidized non-arsenical copper for general purposes.	
1173	Tough pitch arsenical copper.	
1174	Phosphorus deoxidized arsenical copper.	
1861	Oxygen-free high conductivity copper.	
1954	Oxygen-free high conductivity copper for special applications.	
1973	Polythene pipe (Type 425) for general purposes including chemical and food industry uses	7 0
2037	Aluminium ladders, steps and trestles for the building and civil engineering industries	6 0
2690	Methods of testing water used in industry: 2690 Part 1: 1964 Copper and iron	6 0
REVISED CODE OF PRACTICE		
CP 332.303	Installation of gas-fired boilers for central heating in domestic premises	5 0

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
Sept. 16 .	The sale will include 100-120 huts (barrack and classroom type).	Royal Air Force Station, Compton Bassett, Calne, Wilts.	Thompson Noad & Phipp, 39 Market Place, Chippenham, Wilts. (Tel. Chippenham 2271-2).
Sept. 17 .	T.2 hangar and 22 acres of land with development possibilities for light industrial use.	Mepal Airfield, Ely, Cambs. . . .	G. Comins & Son, 3 Chequer Lane, Ely. (Tel. Ely 2265).
Sept. 24 & 25	The sale will include miscellaneous stores and equipment; miscellaneous furniture, flying clothing lockers; wall mirrors, miscellaneous mirrors; filing, medicine, toilet and steel cabinets; linoleum; oil stoves; electric fires; carpet sweepers; kitchen utensils; cutlery; miscellaneous jugs and glasses, port and sherry decanters; miscellaneous crockery; electric kettles and irons; cutlery baskets and bread boards; office safes; sheets, pillow slips, white blankets, pillows, coloured blankets, curtains; cupboards; rugs; various clocks; M.T. vehicles; carpets, bedroom suites.	Royal Air Force, Aird Uig, Timsgarry, Isle of Lewis.	Angus MacDonald Ltd., Stornaway, Isle of Lewis.
Sept. 29 .	The sale will include timber, Nissen, and Seco huts, brick and concrete buildings; lamp standards; telegraph poles; 6 x 12,000-gallon fuel tanks, these are at Folkingham only; and miscellaneous stores.	Royal Air Force Station, Folkingham, and Melton Mowbray.	Escritt & Barrell, Elmer House, Grantham. (Tel. Grantham 1035).
Oct. 7 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).
Oct. 28 .	The sale will include hangars, houses, workshops, offices, 30 acres of land with planning permission for industrial use, also 6 timber huts and 2 Seco huts for removal.	Kirkbride Airfield, Cumberland . . .	J. M. Richardson & Son, 1 Cecil Street, Carlisle. (Tel. Carlisle 21187).
Oct. 29 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).
Nov. 5 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD1), Botchergate, Carlisle. (Tel. Carlisle 26292/3).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneer
Sept. 15 .	Machine tools, MT spares, tyres, and miscellaneous stores.	Barlow, near Selby, Yorks. . . .	Bartle & Son (Dept. L), 50-52 Merrion Street, Leeds, 2. (Tel. Leeds 20898).
Sept. 17-18	Vehicles, textiles, clothing and miscellaneous stores.	Bowhouse Depot, Hurlford, by Kilmarnock, Ayrshire.	Dixon & Wallace Limited (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).
Sept. 24 .	Diesel and petrol generators, pneumatic winches, hammer drills and picks, charging sets, engines and engine spares, electric cable and wire, wireless reception sets and spares, theodolites, telescopes, binoculars, watches, survey and drawing instruments and miscellaneous stores. .	WEM, near Shrewsbury, Shropshire . .	Hall, Wateridge & Owen, Ltd. (Dept. L), High Street, Shrewsbury. (Tel. 2081).

Catalogues for each sale may be obtained from the appropriate auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders* only).

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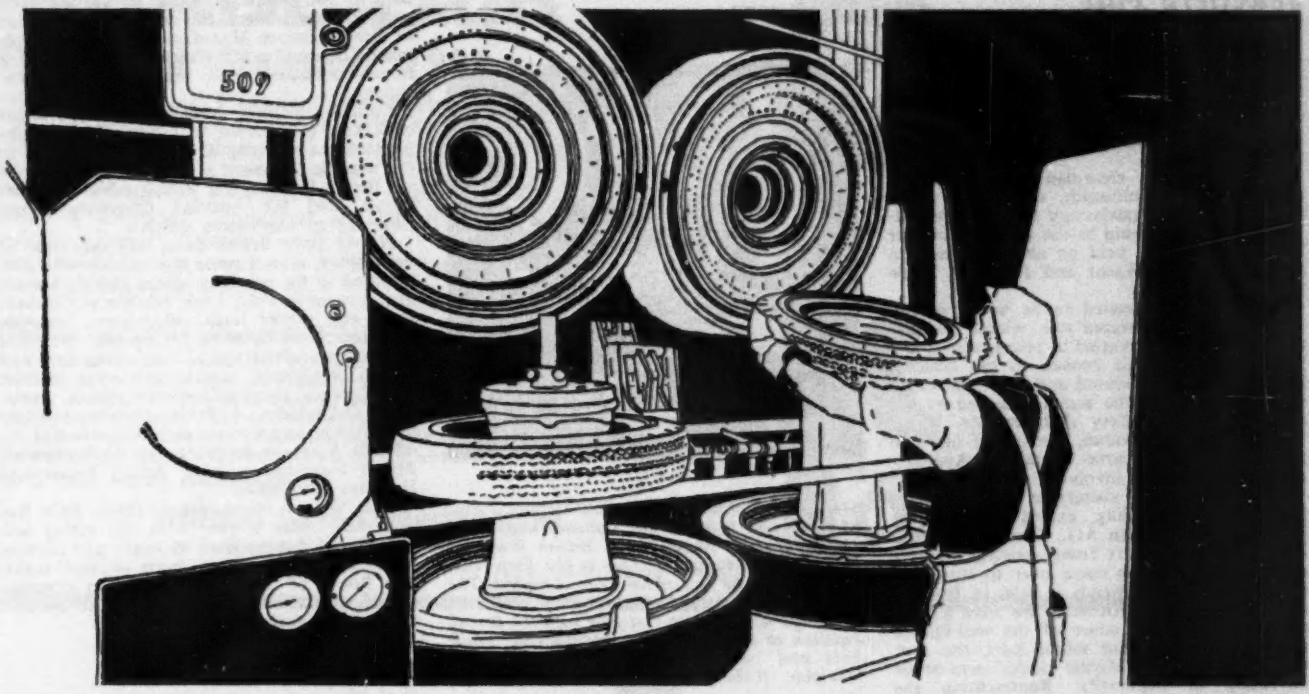

Goodyear Tyre & Rubber Company call in Mobil Economy Service and save £6,300

Among the more dramatic examples of financial savings that major industrial enterprises can achieve with a scientific lubrication programme, this Goodyear result is outstanding.

Mobil Economy Service lubrication experts have collaborated with Goodyear Tyre and Rubber Company engineers over a period of several years. In the last two-year period, the lubrication requirements of the whole plant have been re-charted ; an extensive programme of lubricant sample analysis has reduced waste ; change to bulk storage, reconditioning of used oil, and, in some cases, change of lubricant grade have all resulted in substantial monetary savings. A saving of several hundred pounds has also been produced by rationalizing the selection and application of lubricants in the transport fleet.

In the two-year period from March 1962 to February 1964, the financial saving (leaving out those economies which cannot be calculated precisely) totals over £6,300.

Goodyear in America have already installed Mobil MI/DAC (Management Information for Decision And Control), a system which is now available in this country. This is an extension of Mobil scientific lubrication planning translated into a programme for computer (or other automatic data processing equipment). Information needed by management as the foundation for sound decision-making can be supplied with a swiftness, lucidity, and accuracy never before possible. If your business uses machinery, Mobil Economy Service can almost certainly save you money on a significant scale.

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Grams : 'Mobilsales, Norphone, London.'

Midland Industrial Division
Beaufort House, 92-98 Newhall St, Birmingham 3.
Tel : Central 5091. Grams : 'Salesmobil, Birmingham.'

Northern Industrial Division
Brazennose House, Brazennose Street, Manchester 2.
Tel : Blackfriars 9871.
Grams : 'Salesmobil, Manchester.'

Republic of Ireland
Mobil Oil Company (Ireland) Limited,
16 Dawson Street, Dublin.
Tel : Dublin 76791. Grams : 'Mobiloil, Dublin.

Branches
PLYMOUTH
Martins Bank Chambers, Armada Way, Plymouth, Devon.
Tel : Plymouth 66971.
Grams : 'Salesmobil, Plymouth.'

BELFAST
Friend's Provident Building, 58 Howard Street, Belfast.
Tel : 30257. Grams : 'Mobilsales, Belfast.'

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ECONOMY SERVICE

Exhibitions and Fairs

First Northern Watch and Jewellery Fair

Sponsors of the first Northern Watch and Jewellery Trade Fair, which ended on September 3 at Harrogate, Yorkshire, have been encouraged by the number of visitors, including overseas buyers from Holland, France, Germany, Switzerland, United States and Canada. At the four-day event, over 80 exhibitors took part.

Mr. John Pyke, chairman of the National Association of Goldsmith, commented 'This has been a most satisfactory first venture outside London and could be the start of a regular biennial exhibition, held on alternate years to the International Watch and Jewellery Trade Fair.'

The display, estimated to be worth several million pounds, covered the widest possible range of goods and varied in prices from a few shillings for a small brooch to the costliest item on show, a diamond and platinum watch valued at £17,575. The watch, designed by the award-winning jewellery designer, Mr. Roger Milner King, of London, consists of fine five and three-quarter carat diamonds. Approximately 80 stones are involved.

Among European visitors to the Fair were Herr Manfred Freiling, export manager for Kienzle Uhrenfabriken AG., Schwenningen am Neckar, and Herr Kurt Traeg, assistant designer of the company: 'We came over to study the market and see any trends in sales in Britain', said Herr Freiling. 'Although we were a little disappointed to find some of the well-known British wholesalers not taking part, the Fair was well organized. Mantel clocks seem to be increasing in popularity. Representing the second largest clock and watch factory in West Germany, we feel it is essential to visit trade fairs to keep in the race and we find that Britain attracts a great deal of interest from continental buyers and manufacturers'.

British leather display in Paris

A DISPLAY OF LEATHERS has been organized in Paris by two British trade associations in collaboration with the Board of Trade for the International Leather Week Exhibition (Semaine Internationale du Cuir) which opened on September 10.

The associations are the British Leather Federation and the Leather Importers, Factors and Merchants' Association.

A total of 41 member-firms of these associations will take part in this official British display, which will include a wide range of finished leathers, among them those for footwear, clothing, gloving, the leather and fancy goods trade, and for industrial uses. Tanned hides and skins will also be shown.

The combined area of the two trade association stands will cover some 3,500 square feet. Each association will have its own trade information inquiry bureau. Nearly 50 British leather producers are expected to take part independently, elsewhere in the Exhibition.

British exhibitors will take advantage of a daily mannequin parade, organized by the Fair authorities, to show with made-up garments some the uses of leather. In addition, on September 11 a special international fashion show will be held in which the British Leather Institute will arrange for the showing of leather garments supplied by seven British manufacturers.

The Exhibition closes on September 15.

British Week in Canberra

Mr. John McEwen, Australian Deputy Prime Minister and Minister for Industry and Trade at the opening ceremony of British Week, in Canberra on August 6. This is the first event of its kind to be held in the Federal capital. The week is part of an Australian wide promotional campaign which began last year with the British Pavilion at the Melbourne International Trade Fair and continued with British Week in Adelaide, Hobart, Brisbane and Perth.

Official British display at Brno International Trade Fair

The Board of Trade are arranging a display in support of about 100 British exhibitors participating at the sixth International Trade Fair, Brno, Czechoslovakia, which takes place from September 6 to 20.

The display, in the form of an Information Stand, will occupy some 800 square feet. Exhibits representing the British engineering industry, including a BRM racing car engine, a model of the record-breaking Bluebird car, and models of the VC 10, BAC 111 and the Handley Page Herald aircraft, will feature on the stand. There will also be a commercial information inquiry counter; a reading room where visitors to the Fair can study British periodicals; and a lounge area.

British exhibitors at the Fair are expected to show a wide range of industrial, engineering, metallurgical, electronic and transport equipment, as well as chemicals.

There will be a British National Day on September 17, when Sir Cecil Parrott, British Ambassador, and British exhibitors will jointly hold a reception for officials of Czechoslovak ministries and foreign trade corporations.

This will be the third occasion that the Board of Trade have organized an Information Stand in support of British exhibitors at this annual event. The Fair is specialized and caters mainly for engineering and metallurgical products.

Official British display at Vienna Autumn Trade Fair

INDUSTRIAL and engineering equipment, household goods and food will be among the very wide range of British products to be exhibited in an official British Section at the Vienna International Autumn Trade Fair which takes place from September 13 to 20.

The display will cover 755 square metres in the Fair's Hall of Nations and is being organized by the Board of Trade in collaboration with British industry, including the Federation of British Carpet Manufacturers, the Development Corporation for Wales, the Federation of Sussex Industries and the Rural Industries Bureau.

Lord Drumalbyn, Minister of State, Board of Trade, is expected to visit the British display on the morning of September 16, and in the evening to attend a reception arranged by the British Embassy for British exhibitors, their agents, and for Austrian Government and Chamber of Commerce officials.

Nearly sixty British firms will take part in the display, almost twice the number who participated in the previous official British venture at this event in 1962. Their exhibits will include hand and power tools, oil heaters, scientific instruments, confectionery, domestic electrical appliances, refrigerators, toys, irrigation and garden equipment, carpets and other textiles, reproduction furniture, electro-plating equipment and whisky. A British trade and tourist information enquiry stand will be staffed by officials from the Embassy, the Federation of British Industries and the British Travel and Holidays Association.

The Vienna International Trade Fair has been held twice a year – in the spring and autumn – for more than 40 years, and attracts businessmen from many parts of the world. The Board of Trade has helped to organize official displays there, usually at the autumn event, on several occasions.

British display at San Francisco World Trade Fair

A 300-SQUARE FEET display illustrating the commercial services available in the western United States for importers of British products is being mounted in collaboration with the Board of Trade at the U.S. World Trade Fair, San Francisco, from September 10 to 20.

Travel to Britain for pleasure as well as business is also a theme of the display, which is being organized and staffed by the British Consulate-General, San Francisco.

This official British display is being arranged in support of several stands of American agents representing some 30 British manufacturers. These stands, covering a total of 1,000 square feet, show a wide range of British goods, including surveying equipment, wool and tweed products, books, maps and prints, record players and loudspeakers, sweets, hand tools and duplicating equipment.

United States manufacturers show latest HEVAC equipment

Mr. Willis C. Armstrong, Minister for Economic Affairs at the United States Embassy, London, opened an exhibition of Heating, Ventilating and Air Conditioning equipment from America at the United States Trade Center, 57 St. James's Street, London, S.W.1, on September 1. Thirty-three American manufacturers are demonstrating their products for domestic, institutional, commercial and industrial application.

The exhibition will continue to September 11 and will open daily (except Saturday and Sunday) from 10 a.m. to 5 p.m.

HELSINKI INTERNATIONAL TRADE FAIR

17th — 27th September 1964

Helsinki International Trade Fair with about 2,100 exhibiting firms from 32 countries will be between 17th and 27th September, 1964, the international trade's and industry's show window.
The Fair will give an excellent picture of the participating countries' production and the Finnish industry's export capacity.
On request, foreign visitors to the exhibition are given free entrance tickets.

Exhibition in Office Management Technique Kt-64 20th–25th Oct. 1964

Kt-64 is the most extensive exhibition in the field of office management technique ever arranged in Finland. Rationalization, standardization, electronic computers and automation are conceptions closely connected with modern office work. They are presented at this exhibition in the form of new work methods, improved machines and equipment.
Take a look at them, and find out about their wide range of use in various fields.

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15th — 18th October, 1964 (inclusive)

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CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
United Kingdom	*Sept. 6*	*Dec. 4*
Outside Europe	*Aug. 7*	*Nov. 6*
Europe	*July 3*	*Oct. 2*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia; 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa; 2792, United Kingdom and Rest of the World) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates event which is held annually at approximately the time stated.*

† indicates event which is held alternate years at approximately the time stated.

OUTSIDE EUROPE

Amendment

ACCRA-GHANA INTERNATIONAL TRADE FAIR postponed from February 1965 until February 1967.

Exhibitions and trade fairs in Europe

IN THE *Board of Trade Journal* published last week in the European list of trade fairs and exhibitions the following should have been omitted:

Page 516. **General.** Brno: International Trade Fair. September 13-27.

Page 519 **Capital Goods.** Frankfurt International Trade Exhibition of Sanitary and Heating Techniques. March 28-April 4.

Page 520. **Furniture, Home, Household.** The three exhibitions at the end, namely, Cologne: International Household Goods and Hardware Fair, Stuttgart: International Trade Fair for Oil and Gas Firing, and Basle: 3rd International Hardware Exhibition (Interferex).

In addition the two fairs under the heading **Heating and Ventilating,** etc., on Page 518 should be in **1965** not 1964, and on Page 519 under **Textiles,** the date for the **Milan International Market for Clothing Textiles (Mitam)** is amended to November 18-21.

Accra Fair postponed to 1967

THE BRITISH TRADE COMMISSIONER in Accra has been informed that the Ghana International Trade Fair, planned for February 1965, has been postponed to February 1967.

Committee to form British Trade Centre in New York

The names of a working committee which has been formed to establish the British Trade Centre in New York have been announced by J. Eerdmans, president, Jaguar Cars Inc., president of the British-American Chamber of Commerce and chairman of the working committee. The names of the committee are:

Mr. A. E. Cooper; C.B.E., Westminster Bank Ltd.
Mr. V. A. Bennett; Pritchard, Wood Incorporated
Mr. J. Boyd; Thomas de la Rue Inc.
Mr. D. Deskey; Donald Deskey Associates Inc.
Mr. J. T. Turbayne; O.B.E., British Travel Association
Mr. B. Yezer; Adolph Goldmark & Sons Corp.
Mr. A. P. Spooner; M.B.E., general manager, British-American Chamber of Commerce

The Board of Trade has assured the British Trade Centre of its financial support, subject to Parliamentary approval to add to the monies pledged by the members of the Chamber (see *Board of Trade Journal* of August 28, 1964, page 455).

The Centre will make space available to firms, individuals and trade organisations in the United Kingdom interested in promoting the sale of their products or services in the United States.

Mr. Eerdmans also announced that Viscount Watkinson has been appointed chairman of the newly-formed Committee for Exports to the United States, one of the three Area Committees formed to continue and develop the work formerly carried out in the United States, Canada and Latin America by the Western Hemisphere Exports Council. Mr. Eerdmans said that the British-American Chamber of Commerce will give Viscount Watkinson the fullest support and co-operation.

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Tel: Spalding 3901. Grams: Geest, Telex, Spalding. Telex 3235.
Port Offices: No.2 Dock, Barry, Glamorgan. Tel: Barry 4121. Telex 49428.
Preston, Lancs. Tel: Preston 29261

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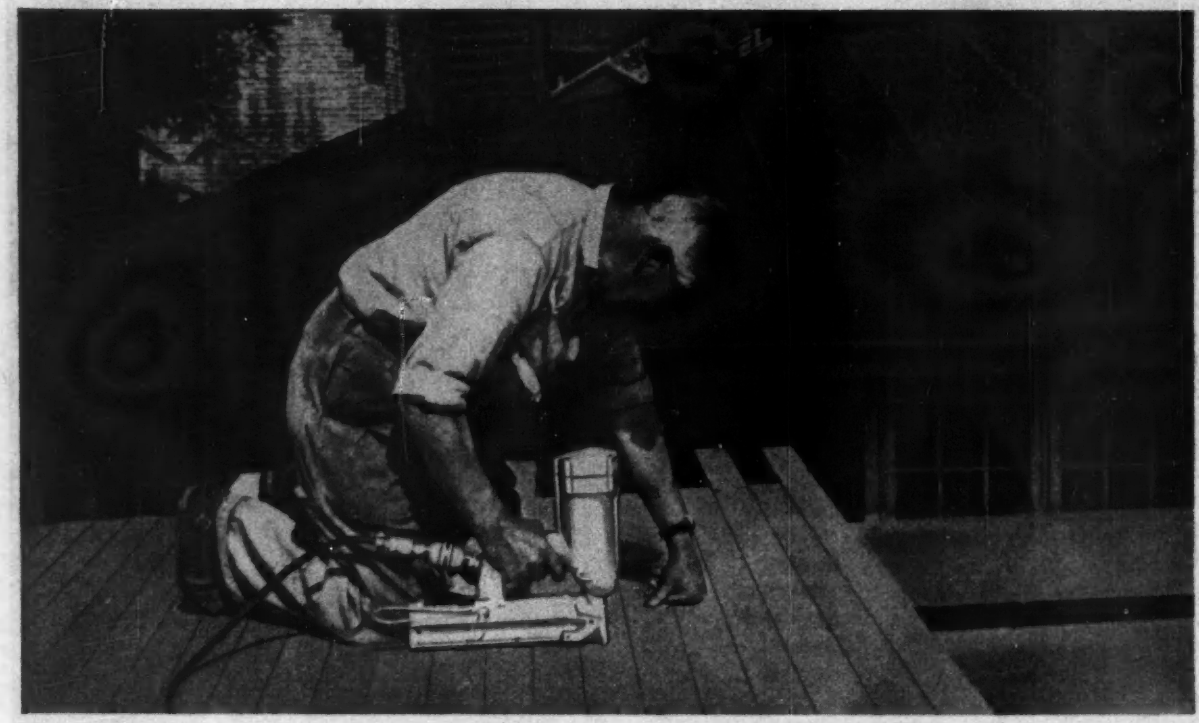
SPOTNAILS across the world



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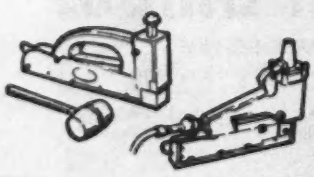

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Overseas Trade and Exports

British construction work overseas 1963-64

NEW CONTRACTS for constructional work overseas to the value of £118 million are reported by British building and civil engineering firms during the year ended March 1964, announces the Ministry of Public Building and Works. This was rather less in total value than the previous year although experience varied in different parts of the world. Work carried out during the year totalled £123 million so that the value of work outstanding fell slightly to £129 million after allowing for the exclusion of a £13½ million contract reported last year which has since been terminated. This work was carried out in 75 countries by 58 different United Kingdom contractors and, after allowing for cost increases, was about equal to the volume of work done in the previous two years. The table below gives an analysis of contracts obtained and work done overseas by British firms during the past three years.

A number of British contractors and their associates have undertaken a wide variety of work in Canada despite difficult local conditions in some cases. New contracts, ranging in size from a few thousand pounds to several millions, have increased by 15 per cent over the previous year. These contracts demanded a high standard of skill and experience which the firms concerned are well able to provide. The variety of projects undertaken ranged over shopping centres, oil-drilling platforms, hydro-electric schemes, cement factories, harbour extensions, motorways and roads, pulp and paper mills and plant for the manufacture of synthetic fibres. Across the American border an unusual contract was one for doubling the seating capacity of a temple in New York.

In Hamilton, Ontario and Scarborough, Toronto the Taylor Woodrow Group are engaged in extensions to business and shopping centres as well as a 3,000 ft. long subway as part of the extensions to the Toronto underground railway. They have also undertaken the contract for a large warehouse for the Ford Motor Company and have recently been awarded the contract for the new linear acceleration laboratory for the University of Toronto requiring special construction techniques, including high density concrete for shielding purposes. The whole two-storey structure, 200 ft. long by 80 ft. wide will be built underground extending to a depth of 30 ft.

Nicaraguan mill to withstand earthquake

Further south a notable achievement was the construction in only 10 months of the first flour mill to be built in Nicaragua. This is a seven-storey steel-framed structure able to resist earthquake conditions; the internal steel tray cladding and external sheeting was supplied by Robertson Thain Ltd., and the structural steelwork by Smith and Jewell Ltd.

John Laing and Son Ltd., are also active in Canada with the design and construction by their Canadian company of an eight-storey office block in Vancouver and of a new £2 million shopping centre in Victoria completed in the remarkably short time of 15 months. They are currently engaged on a similar project in Edmonton which they hope to complete in a similar period despite sub-zero temperatures for six months of the year.

British system adopted in Italy

A Milan building firm has purchased exclusive rights in Italy in the Laingspan system after studying other systems in use in various parts of the world, including America and the USSR; negotiations for similar rights are in progress in several other European countries.

George Wimpey and Company are making progress on the third stage of the harbour and port facilities at Salaverry in Peru, whilst in Trinidad oil-drilling platforms are being constructed and new contracts have been obtained for an oil treatment plant and for a chemical plant. This firm has also started work on the first phase of the £6 million scheme for a new township at Bahrein, the overall design and management of which has been awarded to them. Further west this group has also obtained an important contract for the installation of plant and equipment in the new Bourguiba steelworks in Tunisia. Completion is expected soon of the pulp and paper mill under construction for the Yugoslav Government and the £3 million magnesite plant in Sardinia.

Massive railway contract nearly completed

Several of the leading United Kingdom contractors have been awarded contracts both by Government departments and private industry in Nigeria covering a wide range of activities from cement factories to the augmentation of the water supply for Kaduna. Stirling Astaldi expect, this year, to complete their 293 mile portion of the 403 mile Bornu railway extension. This £6 million contract involved the use of divers and compressed air equipment and has been under construction for six years. Further contracts have also been obtained in Africa by British firms for work in Ghana. One

(*Continued on page 595*)

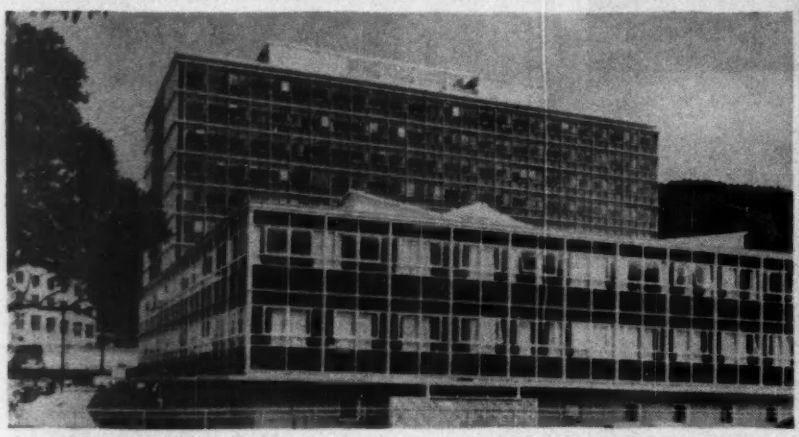
Contracts obtained and work done 1962/1964

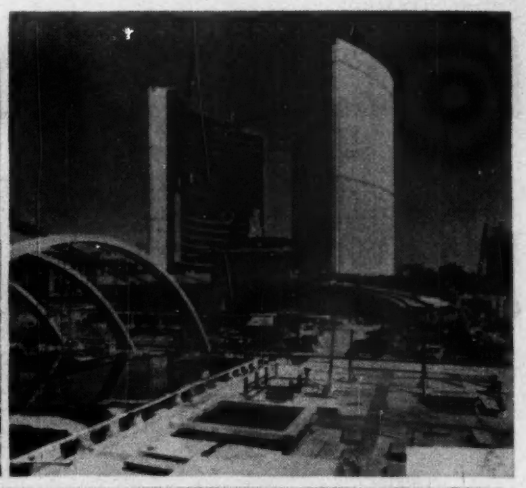
£ million

Area	Total value of contracts obtained in the year ended			Estimated value of work done in the year ended			Value of work* outstanding		
	March 31, 1962	March 31, 1963	March 31, 1964	March 31, 1962	March 31, 1963	March 31, 1964	March 31, 1962	March 31, 1963	March 31, 1964
Sterling	67	83	71	65	65	78	59	80	75
Dollar	41	32	36	34	33	34	27	27	29
Non-Sterling Western European	2	3	4	1	2	5	2	4	4
Other Non-Sterling	12	29	7	13	11	6	17	34	21
Totals	122	147	118	113	111	123	105	145	129

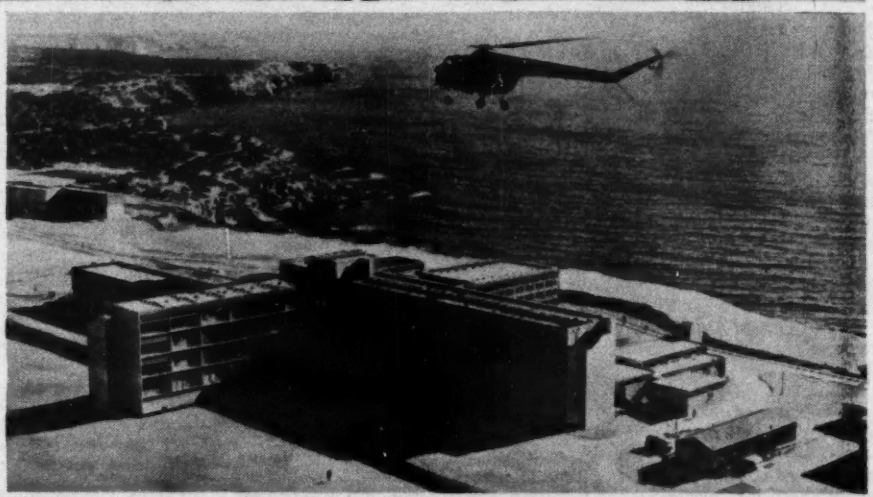
*Including extensions and increases in cost, less cancellations to contracts previously reported.

British construction work overseas





Two examples of construction work by overseas members of the Cubitt Group; the new Broadcasting House (foreground) and a government department building in Wellington, New Zealand, and top right the new Toronto City Hall which is being built at a cost of $25 million.



A new RAF hospital in the Sovereign Base area at Akroti, Cyprus, built by Taylor Woodrow (Overseas) Ltd., in association with Medcon Construction Ltd., Nicosia.

John Laing and Son (Canada) Ltd., began work on the Port Mann Bridge, which crosses the Fraser River about 15 miles east of Vancouver, in March 1960. The firm's work on the bridge over a period of three years has exceeded $4 million.

of the largest of these is the £7½ million drydock and shipyard at Tema being constructed by Parkinson Howard Ltd. Other work in progress by this company includes a motorway from Tema to Accra.

The 17-storey office block in Wellington, being built by an associate of Holland & Hannen and Cubitts will, when completed in about two years, be one of the largest and tallest buildings in New Zealand. Its tower block, with a public viewing platform, will rise 185 ft. above ground level; the same organization has also received the contract for the new YWCA hostel in Wellington.

In October last, the Shah of Persia, accompanied by General De Gaulle, formally opened the new fertilizer factory at Shiraz in Iran. This forms part of a £12½ million project to manufacture fertilizer for the domestic market, utilizing natural gas from the Gach Saran oilfield, which Constructors John Brown are constructing jointly with a French firm. This firm has also been awarded the contract for the design, engineering and supervision of the construction of the £15 million gas transmission and distribution system for SASOL which is being built to supply manufactured gas to industrial consumers to the south-east and east of Johannesburg early in 1966.

British chemical engineering firm on top

British contractors have been active in the world-wide boom in the chemical engineering industry and the number of major contractors serving their interests from London has doubled during the past few years. It is reported that the wholly British firm of Humphreys and Glasgow have eclipsed their giant Anglo-American rivals both in number of contracts and value of order book. Their new and existing contracts include ethylene plants in Czechoslovakia and the USSR, a synthetic fibre plant in Italy and various types of plant in Austria, Bulgaria, China, Hungary, India, Canada, and Australia. Kellog are also busy in the same field with contracts for extensions to the Gulf Refinery at Europoort in Holland, a refrigeration plant in Rotterdam and the Amoco Refinery at Brisbane, Australia. They are also engaged on two giant complexes in Spain and other projects in Africa.

Consulting engineers active

On January 1, 1964, the capital value of works in hand overseas for which members of the Association of Consulting Engineers were responsible was £950 million. This figure shows an increase of £200 million since the total was last calculated two years previously. Although, on their face value, these statistics could be looked on as encouraging, there is some evidence that competition from foreign consultants, in part aid-financed, has increased to serious proportions. It is impossible to estimate the total increase of engineering works throughout the world and, in consequence, to assess the proportion of this increase falling to British consultants.

Quantity surveyors' work is extending

Commissions given to British chartered quantity surveyors for overseas projects showed a considerable increase both as regards preliminary estimate work and the preparation of tender documents. By no means all these commissions emanated from British clients and there is now a number of countries in which chartered quantity surveying firms are providing services where, until recently, the function of the profession was unknown. Reports have been received of inquiries from clients in Italy, Greece, Mexico, and East Africa, dealing with major construction projects for which the employment of chartered quantity surveyors from Britain is being sought.

A substantial volume of commissions is being carried out for public and private clients by British quantity surveyors in North, East and West Africa and the Middle East, while reports of new quantity surveying work have come in from France, Belgium, and Canada; these include Government contracts for a power station extension, a prison and police barracks in the Middle East, and defence construction, teacher training colleges and a hospital and air terminal in Nigeria. Commercial commissions include new bank premises in the Middle East and a hotel at Kaduna, Nigeria.

Among the new commissions received in 1963/1964 by British quantity surveyors, are Government offices in Ghana and Nigeria and the building of new universities, extensions to an existing university, and a polytechnic, in Ghana, Nigeria and Iraq. Commercial commissions received in 1963/1964 include an airport hotel, a bank and a motel in Ghana and apartments and cocoa sheds in Nigeria.

DSIR road experts to visit Malaya

THE TROPICAL SECTION of the DSIR Road Research Laboratory, at the invitation of the Malaysian Federal Government, is to send a team of experts to Malaysia. The team will carry out research into aspects of road construction in the Federation and study ways of improving and cheapening tropical road-building processes.

The team will work there for two years, co-operating with the Malaysian Ministry of Public Works and helping to train local engineers in the application of soil mechanics to road engineering.

Among the problems they will be studying is the satisfactory building of stable road cuttings. Better roads in Malaysia depend greatly on this, for in the hilly country it will then be possible to straighten out over-tortuous routes and reduce steep gradients to a minimum. In the interior of Malaya the construction of cuttings is hampered by the thick layer of weathered and unstable rock which means that side slopes must either be very shallow in gradient or must be effectively stabilized. The relative costs of these alternatives will be studied.

The extent to which earthworks can be compacted in an area of high rainfall and the easiest and cheapest means of carrying this out is another object of study, and the team will also have the opportunity of gauging the value of the 'Benkelman Beam' in determining the strength of road structures. This aluminium alloy beam measures the temporary deformation of a road surface under different axle loading of vehicles, and two examples developed by the Road Research Laboratory for use in the tropics will be brought out from England by the team.

Early next year the team's geologist will start a detailed survey of road-making materials in Malaysia with the object of producing a manual for local road engineers.

The work of the team as a whole will, it is hoped, produce results of value not only to road builders in Malaysia but also to those in other tropical countries with similar problems.

Opportunities in Iceland

ICELAND is another country which offers a good, if small, market for construction equipment. This view has been endorsed by Mr. B. Parkinson of the British Mechanical Engineering Federation. Whilst in Iceland recently as leader of a team of engineering apprentices from Britain, he took the opportunity of discussing with prominent Icelanders the country's future development, in order to assess the market potential there for products of the British mechanical engineering industries. He concludes that, where construction equipment is concerned, particularly worthwhile opportunities exist for British producers of road and bridge-making machinery.

TRADE AND FINANCIAL ARRANGEMENTS

Tunisia and Denmark

THE TUNISIAN *Journal Officiel* of July 24, 28, 31, 1964, announced the renewal, for a period of one year from June 1, 1964, of the trade agreement signed June 8, 1960, between Tunisia and Denmark. Quota lists are unchanged.

The French text of the announcement may be seen at Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

Hints to business men visiting New Zealand

A REVISED edition of the booklet on New Zealand has been published n the series of 'Hints to Business Men.'

British business men who intend visiting this country can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F.56, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

ARGENTINA

Riverworks Project for Ministry of Economy. October 30. E.S.B. 25350/64.

AUSTRALIA

Autotransformers for Electricity Commission of New South Wales. November 16. E.S.B. 25196/64.*

Permanent Way Equipment for Victorian Railways. September 23. E.S.B. 25375/64.*

BURMA

Wire Drawing Soap for Industrial Development Corporation. September 28. E.S.B. 24978/64.*

Peoples Stores Corporation:

Life Saving Apparatus. September 30. E.S.B. 24993/64*

Padlocks. September 28. E.S.B. 24994/64.*

CANADA

Transmission Towers for B.C. Hydro and Power Authority. October 10. Tender documents now available. E.S.B. 19198/64.*

Turbines and Governors for The Manicouagan 5 Generating Station. Closing date postponed to October 15. E.S.B. 22415/64.

CEYLON

Motor Vehicles for Ministry of Land, Irrigation and Power. October 13. E.S.B. 24762/64.*

Textile Machinery for Co-operative Textile and Industrial Societies Union Ltd. October 2. E.S.B. 25312/64.*

Water Supply for Dept. of Water Supply and Drainage. November 6. E.S.B. 24728/64.*

Eastern Paper Mills Corpn.:

Chemicals. October 6. E.S.B. 24765/64.*

Chemicals. October 13. E.S.B. 24764/64.*

Associated Motorways Ltd.:

Chemicals. (Private Tender). September 30. E.S.B. 25310/64.*

Production Materials. October 14. E.S.B. 25311/64.*

COLOMBIA

Fork Lift Trucks; Cranes; Tractors for National Railway. September 28. E.S.B. 25348/64.

CYPRUS

Water-Sprinkler Lorry; Wheel Loader; Air Compressor for Tender Board. September 26. E.S.B. 25304/64.

EGYPT

Nuclear Power Station for Atomic Energy Establishment. March 1, 1965. E.S.B. 25342/64.*

FORMOSA

Central Trust of China:

Circuit Breakers. October 5. E.S.B. 25357/64.*

Pharmaceuticals. September 29. E.S.B. 25353/64.*

Cable Accessories. September 30. E.S.B. 25354/64.*

Power Substation. October 6. E.S.B. 25355/64.*

Pharmaceuticals. September 24. E.S.B. 25368/64.*

Switches and Fuses. October 7. E.S.B. 25351/64.*

Sodium Cyanide. September 29. E.S.B. 25356/64.*

Crank Shaft; Propeller Shaft; Steel Bar. October 2. E.S.B. 25501/64.*

Testing Instruments. October 3. E.S.B. 25509/64.*

Regulator. October 1. E.S.B. 25502/64.*

Electric Motors. October 2. E.S.B. 25503/64.*

Miscellaneous Equipment and Stores. October 2. E.S.B. 25504/64.*

Gear Motors. October 14. E.S.B. 25510/64.*

Paraffin Wax. Reissue of Tender. Closing date now September 24. E.S.B. 18348/64.

Relays, Microwave Radio Equipment. October 3. E.S.B. E.S.B. 25397/64.*

Radio Transceiver. September 30. E.S.B. 25511/64.*

Control Apparatus. October 1. E.S.B. 25512/64.*

Tools. October 6. E.S.B. 25513/64.*

Brake Tester. October 7. E.S.B. 25514/64.*

Graphite. October 2. E.S.B. 25515/64.*

Chemicals. (Further information). E.S.B. 17042/64.*

Gas Analyzer. (Further information). E.S.B. 17049/64.*

Lightning Arrester. October 8. E.S.B. 25394/64.*

Castor Oil. Reissue of Tender. Closing date now September 25. E.S.B. 21395/64.*

Rosin. October 2. E.S.B. 25505/64.*

Crane. October 3. E.S.B. 25506/64.*

Tools. October 2. E.S.B. 25507/64.*

Suction Heater. September 25. E.S.B. 25393/64.*

Electrical Equipment. September 30. E.S.B. 25395/64.*

Electrical Equipment. September 29. E.S.B. 25396/64.*

Distribution Equipment. October 1. E.S.B. 25399/64.*

Silicon Rectifier. October 1. E.S.B. 25400/64.*

FRANCE

Recovery Truck for Headquarters A.F.C.E. October 5. E.S.B. 25313/64.*

A water inlet pipe for one of six vertical-shaft water pumps, with a total output of nearly six million gallons per minute, under construction at the English Electric works at Netherton, near Bootle, Lancs., for the United States Bureau of Reclamation. The pumps will be installed at the Mile 18 Pumping Plant, 150 miles South-East of San Francisco and will form part of the San Luis Unit of the Californian Central Valley Project, which will store water for use during the irrigation season.

GREECE

Rods for Locomotives for Hellenic State Railways. September 29. E.S.B. 25156/64.*

Agricultural Bank of Greece:

Honeycomb – Formation Packs. October 9. E.S.B. 25155/64.*

Sulphur. October 3. E.S.B. 25153/64.*

Crystalline Sulphate of Copper. October 6. E.S.B. 25154/64.*

Ministry of Trade:

Calculating Machine. September 24. E.S.B. 25182/64.*

Electronic Measuring Instrument. September 25. E.S.B. 25184/64.*

Tyres. October 23. E.S.B. 25159/64.*

Steel Ties. October 16. E.S.B. 25160/64.*

Tyres and Tubes. October 26. E.S.B. 25158/64.*

Steel Rails. October 15. E.S.B. 25179/64.*

Clips, Bolts and Washers. October 13. E.S.B. 25180/64.*

Rail Turnouts. October 12. E.S.B. 25181/64.*

Automatic Stamp Selling Machines. October 17. E.S.B. 25157/64.*

INDIA

Antibiotics for Hindustan Antibiotics Ltd. September 23. E.S.B. 25152/64.*

Billets (Carbon Steel) for Ministry of Railways. October 3. E.S.B. 25186/64.*

Crawler Mounted Drills for National Mineral Development Corporation Ltd. September 29. E.S.B. 25386/64.

Continued on page 599

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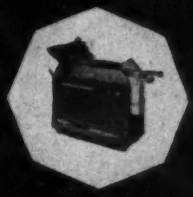

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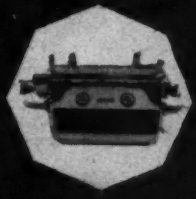

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Drilling Equipment for Be as Purchase Organization, Talwara Township. November 4. E.S.B. 25000/64.*
Hydraulic Press for A. Stock & Co. Ltd., Calcutta. September 28. E.S.B. 25150/64/D.L.F.
Insulators for Maharashtra State Electricity Board. October 12. E.S.B. 24999/64.
Platform Trucks for Indian Telephone Industries. Tender documents now available. E.S.B. 24456/64.*
Pumps for Neyveli Lignite Corporation Ltd. September 30. E.S.B. 25566/64.
Railway Electrification Equipment for South Eastern Railway. (Further information). Closing date postponed to October 1. E.S.B. 20576/64.*
Steel Plant Equipment for Durgapur Steel Plant. November 25. (Further information). E.S.B. 24261/64.*
Tractors for Madras Port Trust. (Further information). E.S.B. 24217/64.*
Gujarat Electricity Board:
Metering Sets, Outdoor. October 16. E.S.B. 25161/64.
Metering Cubicles, Indoor. October 20. E.S.B. 25162/64.
U.P. State Electricity Board:
Conductors. October 7. E.S.B. 25369/64.
Fuse Sets. October 10. E.S.B. 25371/64.
Vehicles. November 2. E.S.B. 25372/64.
Switchgear. November 9. E.S.B. 25373/64.
Hindustan Shipyard Ltd.:
Aluminium Sheets and Angles. September 30. E.S.B. 25385/64.*
Cooking Ranges (Oil Fired). October 5. E.S.B 25358/64.*
Distribution Boards. (Further Information.) Tender documents now available. E.S.B. 23125/64.*
Shore-Connection Boxes. October 12. E.S.B. 25562/64.*
Supplies and disposals Directorate:
Brake Drum Lathe. October 27. E.S.B. 25574/64.*
Cables and Equipment. September 25. E.S.B. 25189/64.*
Cylinder Printing Machine. October 27. E.S.B. 25123/64.*
Grinding Machine. October 22. E.S.B. 25364/64.*
Honing Machine. October 20. E.S.B. 25362/64.*
Machine Tools. October 21. E.S.B. 25363/64.*
Planing Machine. September 29. E.S.B. 25567/64.*
Printing Machine. November 6. E.S.B. 25366/64.*
Press Machinery. September 25. E.S.B. 25188/64.*
Rotary Kiln. September 29. E.S.B. 25114/64.*
Wire Rope. September 24. E.S.B. 25121/64.*
Rivet Making Machine. September 30. E.S.B. 25126/64.*
Atomic Energy Establishment, Trombay:
Temperature Control Instruments. October 21. E.S.B 25168/64.*
Pressure Instruments. October 22. E.S.B. 25170/64.*
Temperature Recorder. October 23. E.S.B. 25171/64.*
Measuring Instruments. October 23. E.S.B. 25172/64.*
Preamplifier. October 27. E.S.B. 25177/64.*
Densitometer. October 20. 20. E.S.B. 25178/64.*
Temperature Instrument. October 26. E.S.B. 25174/64.*
Interferometer Plates. October 27. E.S.B. 25176/64.*
Pressure Instruments. October 26. E.S.B. 25173/64.*
Pressure Gauges. October 27. E.S.B. 25175/64.*
Control Instruments. October 21. E.S.B. 25167/64.*
Microdensitometer. October 20. E.S.B. 25165/64.*
Laboratory Apparatus. October 19. E.S.B. 25164/64.*
Column Purifiers. October 19. E.S.B. 25163/64.*
Air Compressors and Filters. (Further Information.) October 9. Further documents now available. E.S.B. 24497/64.*
Ice making machine. (Further Information.) October 5. E.S.B. 24796/64.*
Evaporating Plant. (Further Information.) October 5. E.S.B. 24797/64.*
Control Instruments. October 22. E.S.B. 25169/64.*
Seam Welding Machine. September 28. E.S.B. 25391/64.*
Flow Control Instruments. October 20. E.S.B. 25166/64.*
Steel. (Further Information.) October 5. Tender documents now available. E.S.B. 24499/64.*

IRAQ

Iron for Ministry of Municipal and Rural Affairs. September 29. E.S.B. 24963/64.
Surgical Instruments; Laboratory Equipment for the Ministry of Health. Tender documents now available. E.S.B. 24096/64.*
Veterinary Remedies for the Central Foreign Purchasing Board. Tender documents now available. E.S.B. 24091/64.*
Water Purification Plant for Ministry of Municipal and Village Affairs. November 30. E.S.B. 25540/64.
Workshops Training Machinery/Equipment for the Ministry of Finance. Closing date postponed to November 29. E.S.B. 21311/64.*
Iraqi Ports Administration:
Vehicles. November 5. E.S.B. 25542/64.
Offset Press and Accessories. November 12. E.S.B. 25543/64.
Ministry of Oil:
Vehicles. (Further Information.) Tender documents now available. E.S.B. 24088/64.
Oil Tanks. October 17. E.S.B. 25539/64.

IRISH REPUBLIC

Boilers for Galway/Roscommon Mental Health Board. September 30. E.S.B. 25548/64.
Radio Transmission Equipment for Radio Eireann. September 30. E.S.B. 25306/64.
Bridge for Meath County Council. September 26. E.S.B. 25546/64.

MALAYSIA

Singapore Polytechnic:
Building Equipment. September 30. E.S.B. 25337/64.
Electrical Equipment Spares. September 30. E.S.B. 25338/64.
Radio Equipment. September 30. E.S.B. 25339/64.
Tools and Equipment. September 30. E.S.B. 25340/64.

MOROCCO

Port Facilities for Ministere des Travaux Publiques. October 15. E.S.B. 25388/64.*

NORTHERN RHODESIA

Central Supply and Tender Board:
Aerial Multicouplers. October 2. E.S.B. 25303/64.*
Radio Communication Equipment. (Further Information.) October 2. E.S.B. 20583/64.
Telegraph Equipment. October 2. E.S.B. 25144/64.*
Telegraph Regenerative Repeaters. October 2. E.S.B. 25142/64.*

PAKISTAN

Batteries for Directorate of Supply, Dacca. (Further Information.) E.S.B. 23166/64.*
Pressurization Equipment for Telegraph and Telephone Department. September 30. E.S.B. 25347/64.
Printing Machinery for Investment, Promotion and Supplies Department. September 24. E.S.B. 25346/64.
Pakistan Eastern Railway:
Fire Engine. October 7. E.S.B. 24936/64.
Road Roller. October 7. E.S.B. 24939/64.
Pybutharis. September 26. E.S.B. 24967/64.
Copper Fibre Cases. September 26. E.S.B. 24968/64.

PORTUGAL

Fire Hose for Ministerio do Interior. October 6. E.S.B. 25530/64.

SOUTH AFRICA

Science Laboratory Apparatus for Cape Provincial Administration. Septemoer 29. E.S.B. 25321/64.*
State Tender Board, Pretoria:
Contractors Wagons. September 24. E.S.B. 25330/64.*
Switchgear. September 24. E.S.B. 25331/64.*
Isolators and Supports. September 24. E.S.B. 25332/64.*
Test Pump Units. September 24. E.S.B. 25335/64.*
Diesel Engines. September 24. E.S.B. 25334/64.*
Instrument Landing System. November 25. E.S.B. 25113/64.*
Jerricans. September 23. E.S.B. 25380/64.*
Band Saw. September 25. E.S.B. 25382/64.*
Pump. September 29. E.S.B. 25381/64.*
Nylon Mesh. September 23. E.S.B. 25108/64.*
Canvas Flax. September 25. E.S.B. 25110/64.*
Linoleum. September 24. E.S.B. 25112/64.*
Two-Way Radios. September 23. E.S.B. 25106/64.*
Cloth Asbestos. September 23. E.S.B. 25111/64.*
Raingauge Apparatus. September 24. E.S.B. 25324/64.*
Thermostat. September 30. E.S.B. 25323/64.*
Gas Analyser. September 24. E.S.B. 25326/64.*

SOUTHERN RHODESIA

Bitumen Tanks for Rhodesia Railways. October 7. E.S.B. 25562/64.*
Radio Valves; Conductors for Tender Board. September 24. E.S.B. 24749/64.*

SPAIN

Ministry of Public Works:
Construction Work. September 30. and September 25. E.S.B. 25376/64.
Chamberlin. September 25. E.S.B. 25200/64.

TUNISIA

Cigarette Factory Equipment for Department of Monopolies. October 15. E.S.B. 25141/64.

UNITED STATES OF AMERICA

Foodstuffs for United Nations Purchase and Transportation Division, N.Y. September 30. E.S.B. 25378/64.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (CITy 5757, Ext. 427). Please quote reference numbers in all inquiries.

All Countries
Successful bidders for overseas contracts. (E.S.B. 76/64.)

Australia
Agency inquiry for electrical domestic appliances. (E.S.B. 23430/64.)
Manufacture under licence – expansion joints. (E.S.B. 25038/64.)

Austria
Inquiry for footwear accessories. (E.S.B. 25751/64.)
Inquiry for self-adhesive tapes. (E.S.B. 25409/64.)

Bahrain
Inquiry for detergents; liquid bleach; soap; foodstuffs. (E.S.B. 2591/64.)

Belgium
Agency inquiry for laboratory equipment. (E.S.B. 25206/64.)

Canada
Agency inquiry for fishing tackle; sporting guns. (E.S.B. 25870/64.)
Inquiry for foodstuffs. (E.S.B. 25420/64.)
Inquiry for industrial safety supplies and equipment. (E.S.B. 252661/64.)
Inquiry for smoked fish. (E.S.B. 25607/64.)
Inquiry for anti-corrosion and protective materials. (E.S.B. 25702/64.)
Inquiry for construction equipment; expansion jointing. (E.S.B. 25497/64.)
Inquiry for women's clothing. (E.S.B. 25472/64.)
Manufacture under licence – heavy engineering products. (E.S.B. 17785/64.)

Colombia
Inquiry for pesticides. (E.S.B. 25058/64.)

Costa Rica
Inquiry for chemicals; machinery and plant; wrist watches. (E.S.B. 25213/64.)

Cyprus
Agency inquiry for furnishing fabrics; linen piecegoods. (E.S.B. 22841/64.)

Denmark
Market report on rubber hose. (E.S.B. 23969/64.)

Ethiopia
Inquiry for telephone wire; underground cable. (E.S.B. 25453/64.)

Finland
Agency inquiry for textile piece-goods. (E.S.B. 25294/64.)
Agency inquiry for electric oil pre-heaters; heat exchangers. (E.S.B. 25217/64.)
Inquiry for tools. (E.S.B. 25212/64.)

Formosa
Inquiry for films. (E.S.B. 24899/64.)

France
Agency inquiry for abattoir equipment; industrial oil burners. (E.S.B. 25242/64.)
Agency inquiry for stainless steel; wire. (E.S.B. 25469/64.)
Agency inquiry for heating and ventilation equipment. (E.S.B. 25494/64.)
Agency inquiry for giftware; smoker's requisites; travelling sets. (E.S.B. 25707/64.)

Germany, Federal Republic of
Agency inquiry for hand tools; tool chests. (E.S.B. 25613/64.)
Inquiry for handkerchiefs. (E.S.B. 21091/64.)
Inquiry for metals; tubing. (E.S.B. 25722/64.)
Inquiry for air compressors. (E.S.B. 25281/64.)
Inquiry for tinned meats. (E.S.B. 25657/64.)

Iran
Agency inquiry for diesel motor pumps. (E.S.B. 25715/64.)

Iraq
Inquiry for antibiotics. (E.S.B. 24617/64.)

Israel
Agency inquiry for electronic equipment; marine automation equipment. (E.S.B. 25623/64.)
Agency inquiry for generating sets; petrol engines; road rollers; welding generators. (E.S.B. 25629/64.)
Agency inquiry for chemicals. (E.S.B. 19963/64.)
Inquiry for bladders for tyre presses. (E.S.B. 25714/64.)
Inquiry for car washing machines; vehicle accessories; plastics flowers; television sets; shop display and sales equipment. (E.S.B. 22542/64.)

Kuwait
Inquiry for dumpers; cement mixers; fork lift equipment. (E.S.B. 24888/64.)

Lebanon
Inquiry for equipment and raw materials for new industries. (E.S.B. 1406/64.)
Inquiry for chemical products; foodstuffs; pharmaceuticals; development projects. (E.S.B. 25355/64.)

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2. (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list was given on page xx of June 12 issue.

Inquiry for pharmaceutical chemicals; plastics machinery. (E.S.B. 25243/64.)

Macao
Inquiry for construction equipment; cranes; lorries; diesel locomotive. (E.S.B. 25429/64.)

Malaysia
Agency inquiry for plumbing equipment; sanitaryware; water heaters. (E.S.B. 16247/64.)
Agency inquiry for abrasive saws and blades. (E.S.B. 24630/64.)
Inquiry for dietetic foodstuffs. (E.S.B. 8169/64.)

Morocco
Inquiry for synthetic fibres. (E.S.B. 25069/64.)

Netherlands
Agency inquiry for domestic products; electrotechnical products; industrial raw materials. (E.S.B. 25656/64.)
Inquiry for mowing machines. (E.S.B. 25706/64.)

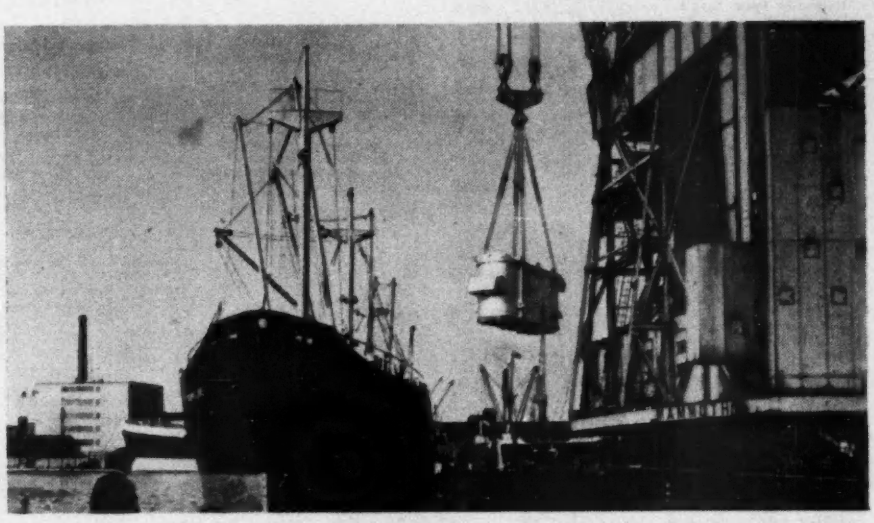
Philippines
Inquiry for electric generators and starters; vehicle wheel rims; bullet proof vests. (E.S.B. 25466/64.)

Singapore
Ban on imports of British goods. (E.S.B. 25232/64.)

Spain
Inquiry for factory for production of carbonic acid. (E.S.B. 23697/64.)

Switzerland
Agency inquiry for television sets. (E.S.B. 25476/64.)
Agency inquiry for coin-operated machines. (E.S.B 25253/64.)
Inquiry for cotton fabrics. (E.S.B. 25622/64.)

Syria
Inquiry for additives for lubricating oil; lubricating grease plant. (E.S.B. 25675/64.)



A 200-ton transformer, manufactured at Stafford and destined for service at the island end of the 400 km. d.c. power transmission link between Sardinia and the Italian mainland, being loaded at Birkenhead recently. Three similar transformers are part of an order covering two complete 200 MW converter stations placed with The English Electric Co. Ltd., by Societa Mineraria Carbonifera Sarda p.A. (Carbosarda) of Italy.

Turkey/Eastern Germany
Trade Agreement. (C.R.E. 457/1955.)

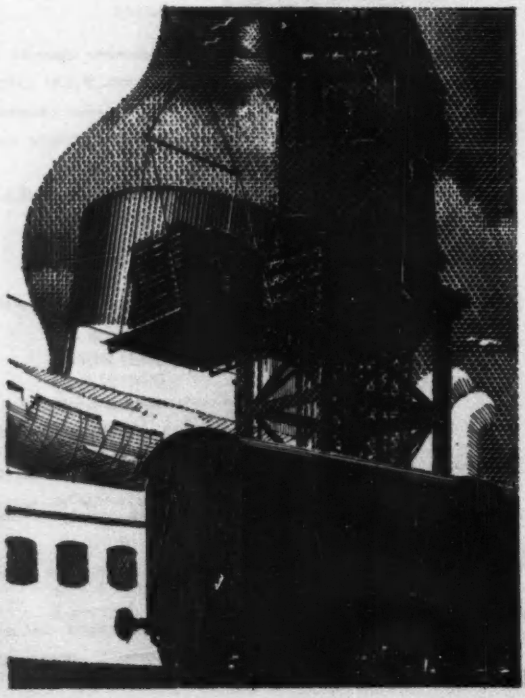
United States of America
Agency inquiry for aquarium supplies. (E.S.B. 25621/64.)
Inquiry for pipe plugs. (E.S.B. 24623/64.)
Inquiry for ice making and processing machinery. (E.S.B. 25850/64.)
Inquiry for anchor chain. (E.S.B. 25713/64.)
Inquiry for coats; sweaters. (E.S.B. 23033/64.)
Inquiry for china; giftware; jewellery; greeting cards; novelties; toys. (E.S.B. 13993/64.)
Inquiry for confectionery. (E.S.B. 25486/64.)
Manufacture under licence – scrap breaker. (E.S.B. 25642/64.)

Uruguay
Inquiry for electric irons and razors. (E.S.B. 21237/64.)

Venezuela
Inquiry for rubber gloves. (E.S.B. 25612/64.)

Yugoslavia
Memorandum on trade. (C.R.E. 6189/2/G.)

Every day and every night the



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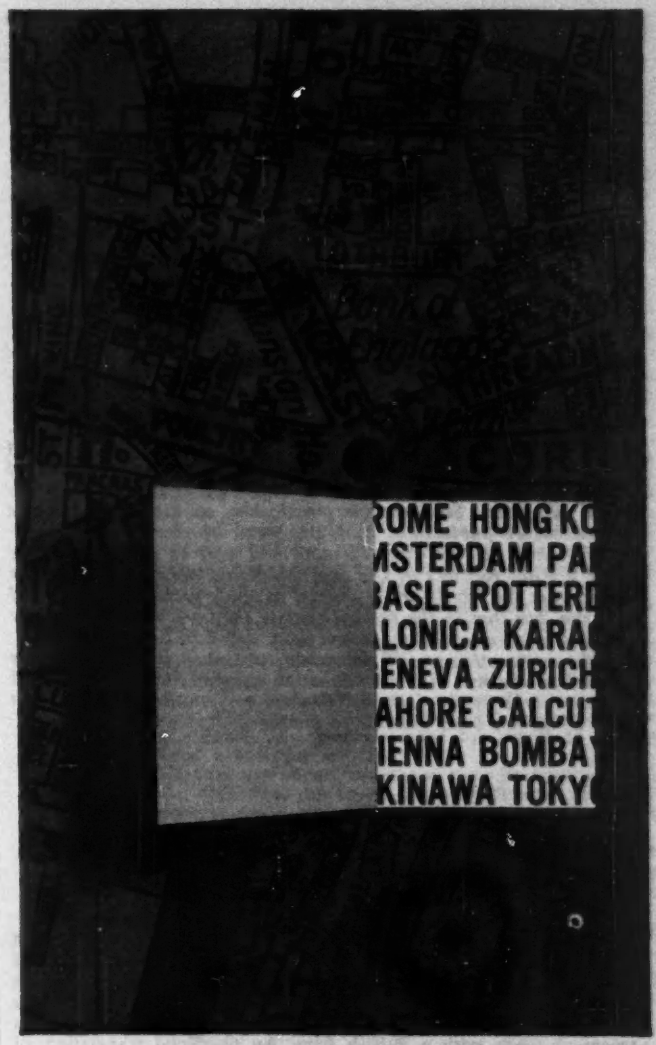

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Rules of competition

THE *Journal Officiel des Communautés Européennes* of August 26, published the text of a Decision taken by the Commission of the European Economic Community concerning the application submitted by a French company for 'negative clearance' under the provisions of Article 2 of Regulation No. 17, in respect of an agreement made with a British firm. An unofficial translation of Regulation No. 17, the first implementing regulation pursuant to Articles 85 and 86 of the Treaty of Rome was published in the *Board of Trade Journal* of March 9, 1962 (page 514).

The following is an unofficial translation of the Commission's present Decision. Attention is drawn to the fact that the French text is the only authentic text.

Restrictive Trade Agreements and Domination of Markets
(Articles 85 to 90 of the Treaty establishing the EEC)

DECISION BY THE COMMISSION
of July 30, 1964
on an application for negative clearance submitted in accordance with article 2 of Regulation No. 17 made by the Council (IV/A 00095) (64/502/CEE)

THE COMMISSION OF THE EUROPEAN ECONOMIC COMMUNITY,

having regard to the Treaty establishing the European Economic Community, and in particular article 85 thereof,

having regard to Council Regulation No. 17 of February 6, 1962, and in particular article 2 thereof,

having regard to the application for negative clearance submitted by the limited company Nicholas Frères, 131 avenue Maréchal Foch, Chatou (Seine-et-Oise), France, in accordance with Article 2 of Regulation No. 17, asking the Commission to declare that there is no ground for it to intervene in pursuance of Article 85, paragraph 1, of the Treaty in respect of the contract made on July 11, 1962 between the applicant and the Vitapro Company (U.K.) Ltd., Regina House, Marylebone Road, London, Great Britain,

after consulting the Consultative Committee on Restrictive Trade Agreements and Domination of Markets, in accordance with Article 10 of Regulation No. 17;

I

whereas the French enterprise Nicholas, who manufacture and sell mainly cosmetic products, had, on January 12, 1961, acquired the business of the Vitapointe laboratories, a limited company established at Villeurbanne (Rhône); whereas, in the field of hairdressing products, Vitapointe held various patents, trade marks and designs registered in their name in several countries; whereas, for the distribution of Vitapointe products in Great Britain and in other territories outside the Common Market, they had concluded an exclusive licence and concession agreement with the British firm Vitapro;

whereas, by the contract of July 11, 1962, which is the subject of the application for negative clearance, Nicholas sold Vitapro part of the business bought from Vitapointe, namely, the goodwill of the Vitapointe Company in the States which are not members of the EEC, referred to by name in the contract (and especially the States of the British Commonwealth), the right to use the brand name Vitapointe in the said States, as well as various patents, trade marks and designs registered in the said third countries in the name of the Vitapointe Company or their agents, and the right to use various manufacturing processes, formulas, knowledge and technical methods (know-how) in those countries;

whereas by this contract the Vitapro Company undertake not to make use, nor to allow the use, outside those third countries, of the brand name Vitapointe, nor of the trade marks referred to in the contract and assigned by Nicholas, to designate the products which they manufacture or sell;

whereas, in return, the company Nicholas undertake not to make use nor to allow the use, in those third countries, of the brand name Vitapointe, nor of the said trade marks, registered in their name on the territory of the Common Market, to designate the products which they manufacture or sell;

whereas, in addition, each party undertakes for a period of five years from January 12, 1961, not to manufacture or sell, nor to cause to be manufactured or sold, in the territories respectively reserved for the other party, other hairdressing products, whether or not bearing the trade marks in question, except in the case of products which have been purchased or are the subject of a licensing contract; whereas Vitapro are, however, authorized to supply the Navy, Army and Air Force Institute (NAAFI) and British ship's stores;

whereas for the same period of five years the parties have agreed

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to share experience for their mutual benefit;

whereas the company Nicholas notified the Commission of this contract on October 3, 1962, on form B;

whereas in point IV of this form they request for this contract the negative clearance provided for in Article 2 of Regulation No. 17 on the implementation of Article 85, paragraph 1, of the Treaty establishing the EEC;

whereas in the event of this application being rejected they wish to avail themselves of the provisions of Article 85, paragraph 3, of the Treaty establishing the EEC;

II

whereas, as to the form, the company Nicholas have not, it is true, used form A, provided for in Article 4, paragraph 1, of Regulation No. 27 made by the Commission, to submit their application for negative clearance; whereas they have, however, supplied on form B, in points I to IV, all the information specified on form A; whereas, moreover, they have clearly indicated in point IV that they are primarily applying for the negative clearance provided for in Article 2 of Regulation No. 17, and that it is only in case this application should be rejected that they have submitted a notification under Article 4 of Regulation No. 17, with a view to obtaining the benefit of Article 85, paragraph 3, of the Treaty establishing the EEC;

whereas, consequently, the use of form B does not in this particular case constitute a ground for rejecting the application; whereas the application for negative clearance must therefore be considered to have been submitted in due form and to be admissible as to form under Article 2 of Regulation No. 17;

whereas, as to the substance, the negative clearance applied for may be issued, in accordance with the provisions of Article 2 of Regulation No. 17, if the Commission finds that, on the basis of the information available to it, there is no ground for it to intervene in pursuance of the provisions of Article 85, paragraph 1, of the Treaty establishing the EEC in respect of the contract made between Nicholas and Vitapro;

whereas, in order to examine whether there are grounds for the Commission to intervene in respect of this contract or not, its nature and details must be taken into account as well as the conditions of competition existing, to the knowledge of the Commission, for the hairdressing products covered by the contract;

whereas the subject of the contract between Nicholas and Vitapro is the assignment of certain assets which belonged to Nicholas, as a result of the acquisition of the Vitapointe business, in the third countries referred to in the contract; whereas, by this contract, Vitapro have in particular acquired the right to make use and to allow the use outside the Common Market of the trade marks included among such assets;

whereas this contract includes two provisions which concern competition in the Common Market;

whereas the first of these provisions prohibits Vitapro, for a period of five years, from manufacturing and selling hairdressing products and from allowing their manufacture or sale in the Common Market, so that the British company cannot compete with the French company in it during that period;

whereas, however, that provision has only been agreed for a short initial period, expiring on January 12, 1966, and whereas it does not concern the products which the British firm purchase from third parties or which they manufacture or sell in virtue of a licensing contract made with third parties;

whereas, moreover, the second provision mentioned above prohibits Vitapro, without any time-limit, from making use and from allowing the use, in the Common Market of the trade marks assigned;

whereas, however, that provision was agreed at the time of the division of the former Vitapointe enterprise; whereas this division was effected in such a way that Nicholas retained all the assets connected with the territory of the Common Market, and in particular the trade marks registered there, while assigning to Vitapro all the Vitapointe assets in various third countries, without the Common Market being thereby divided into separate zones;

whereas the effect of the prohibition imposed on Vitapro is to prevent the sale under the same trade mark, in the Common Market, of products manufactured henceforward by an enterprise with their registered office in the Common Market and by an enterprise whose registered office is in a third country.

whereas, in addition, in respect of each of the two above provisions of the contract, the hairdressing products which they concern are in competition with a very large number of similar products available in the Common Market; whereas Nicholas, according to the information available to the Commission, are not among the largest enterprises in this sector and are in keen competition with many enterprises manufacturing or selling hairdressing products on the Common Market;

whereas, lastly, no opposition has been put forward by buyers' circles, who might be concerned, as a result of the publication, in implementation of Article 19, paragraph 3, of Regulation No. 17, of the substance of the application for negative clearance in the *Journal Officiel des Communautés Européennes* (No. 102 of July 4, 1963, p. 1853 and 1854);

whereas, taking into account all these circumstances, the Commission is able to issue the negative clearance applied for,

HAS TAKEN THE PRESENT DECISION:

Article 1

There is no ground for the Commission, on the basis of the information available to it, to intervene in pursuance of Article 85, paragraph 1, of the Treaty establishing the EEC in respect of the agreement made on July 11, 1962, between the companies Nicholas and Vitapro.

Article 2

This decision is addressed to the company Nicholas of Chatou.

Brussels, July 30, 1964.

By the Commission,
The President,
WALTER HALLSTEIN.

FRANCE

Conditions for imports of meat from the United Kingdom

THE *Board of Trade Journal* dated May 29 published a notice on French import regulations (due to come into force on November 13) banning the entry into France of live animals and various animal products. The French authorities have now stipulated conditions under which a general exception to the Order prohibiting imports of meat will be made. These conditions state that:

1. Slaughtered animals must have been kept, for the 30 days before despatch to the slaughterhouse, on farms which have been free from foot-and-mouth disease for not less than 30 days, and which have been more than 20 kms. away from any infection centre for the same length of time. The animals must also be taken straight to a slaughterhouse specially approved for exports to France, and must be inspected prior to, and after, slaughtering and confirmed to be free from foot-and-mouth disease.

2. The slaughterhouses must have had no case of foot-and-mouth disease reported there for at least 30 days, nor within a radius of 20 kms. The unloading bays and cattle stalls must have been disinfected before the arrival of slaughter animals intended for export to France. From the time the animals arrive at the slaughterhouse until the meat has left, no animals which do not comply with the conditions laid down in Section 1 above may enter the premises. Finally, the meat intended for export to France must be cooled and stored separately.

3. Meat intended for export to France must be transported in such a manner that there can be no contact with meat which has not been prepared under the conditions laid down in Sections 1 and 2 above.

All inquiries from England and Wales relating to this notice should be addressed to the Animal Health Division of the Ministry of Agriculture, Fisheries and Food, Block B, Hook Rise, Tolworth, Surrey; all inquiries from Scotland to the Department of Agriculture and Fisheries for Scotland, Animal Health Branch, 6 St. Colne Street, Edinburgh 3. The Ministry of Agriculture for Northern Ireland, Livestock Marketing Division, Dundonald House, Upper Newtownards Road, Belfast 4, will answer queries from Northern Ireland.

AUSTRIA

Exemption from equalization tax

THE AUSTRIAN *Bundesgesetzblatt* of August 13, 1964, publishes a list of imported goods which are exempted from equalization tax, with effect from September 1, 1964.

Full details (in German) of the goods exempt from equalization tax may be seen in Export Services Branch, Board of Trade, Room E.49, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 3757, Ext. 458, 459 and 461).

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Business Economy
(Dept. A/92), 156 Strand, London W.C.2, TEM 8377/2294; and 19 Walker Street, Edinburgh 3, CAL 1167.

IRISH REPUBLIC

Customs forms

THE IRISH REPUBLIC Revenue Commissioners have issued the following Notice:

'SUPPLY OF CUSTOMS FORMS FREE OF CHARGE'

All customs forms will be supplied free of charge on and from January 1, 1965. The following arrangements for obtaining supplies of the forms will apply from that date:

(1) Limited supplies of all forms will be obtainable on application to the Collector, Customs and Excise, Dublin, Cork, Galway, Limerick or Waterford.

(2) Small quantities of forms in common use will be supplied on application at any Customs and Excise Station or Land Frontier Post.

(3) Bulk quantities of forms will be obtainable through Collectors, Customs and Excise but prior application to the proper Collector will be necessary where such supplies are required.

Existing Customs Sale Forms will not be available from the Government Publications Sale Office or from Booksellers from the above date. The identification particulars of these forms may be altered in due course but for the present the current descriptions, e.g., 107 (Sale), 29 (Sale) etc., are to be quoted in applications for supplies.

The Commissioners are advised that applications for refunds in respect of Customs Sale Forms purchased prior to January 1, 1965, will not be entertained in any circumstances by the Stationery Office.

PORTUGAL

Goods subject to the EFTA reductions

PORTUGUESE Decree-Law No. 45,730 published in the *Diario do Governo*, 1st Series, No. 125 of May 26, 1964, authorizes the following amendments to the list of goods (see *Board of Trade Journal* of July 29 and August 5, 1960) to which the tariff time-tables in Article 3 of the EFTA Convention applies.

Brussels No.		Description of goods
		Insert:
29.35		Heterocyclic compounds, including nucleic acids:
	08	Not specified.
84.18		Centrifuges; filtering and purifying machinery and apparatus (other than filter funnels, milk strainers and the like), for liquids or gases:
	03	Cream separators.
90.07		Photographic cameras; photographic flashlight apparatus:
	01	Weighing up to 20 kg. each.

The following are deleted from the list of products notified in accordance with paragraph 3(a) (ii) of Annex G of the EFTA Convention and are now subject to the reductions provided for in paragraph 4 of Annex G:

Brussels No.		Description of goods
25.23		Portland cement, ciment fondu, slag cement, super-sulphate cement and similar hydraulic cements, whether or not coloured or in the form of clinker:
	01	White.
	03	Not specified.
85.25		Insulators of any material:
	ex 02	Of ceramic materials.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

Import tariff changes

PORTUGUESE Decree Laws Nos. 45,772 and 45,773 published on June 27, 1964, authorize amendments to the wording of Section 7 of Article 88 of the Preliminary Instructions to the Customs Tariff to include Madeira wine and amends the text of the Tariff affecting Chapters 49, 53 and 78. Decree Law 45,772 also authorizes changes in rates of duty on some items falling within Chapters 28, 71 and 78.

Full details of these changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 460, 462).

MALTA

Customs tariff

THE BOARD OF TRADE have received a copy of the new Maltese Customs Tariff which was enacted on August 31, 1964. A copy of the tariff may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D4/6562 of August 21, 1964 (*Nederlandse Staatscourant* No. 163 of August 24), contains additions (reproduced below) to the list of goods to be admitted free or at a reduced rate of import duty up to an annual quota specified against each item when imported from *non-EEC* countries.

Goods imported under the terms of this Order may *not* be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated). *The Order came into force from August 26, 1964.*

ADDITIONS

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty-free or Reduced Duty (Per cent)	
		OLD (Prior to Jan. 1, 1964)	NEW (From Jan. 1, 1964)	OLD (Prior to Jan. 1, 1964)	NEW (From Jan. 1, 1964)
ex 73.01 B II	Haematite pig iron and cast iron containing: silicon: 3·25% to 3·75%; manganese: 1% to 1·2%; phosphorus: 0·5% to 0·7%; sulphur: not more than 0·04%; carbon: 3% to 3·8%	—	437·5*	—	5
ex 73.13 B IV a 2	Sheets and plates, of iron or steel, clad with nickel, 'monel' metal, or stainless steel	—	122·5*	—	6
ex 73.15 B IV b 2	Bars and rods of alloy tool steel, namely steel, other than 'sneldraaistaal', containing: either: at least 0·60% by weight of carbon; less than 0·04% by weight of sulphur or phosphorus, each of these elements taken separately; less than 0·07% by weight of sulphur and phosphorus together; not more than 2% by weight of manganese; not more than 1% by weight of silicon; less than 12% by weight of chromium; not more than 10% by weight of wolfram; not more than 1% by weight of vanadium; not more than 5% by weight of nickel; not more than 1% by weight of molybdenum; not more than 2% by weight of cobalt; or: not more than 13% by weight of chromium, but more than 1% by weight of carbon	—	175·0*	—	6
ex 73.15 B V a	Hoop and strip of alloy steel, not further worked than hot-rolled, containing: carbon: 0·22% to 0·29%; silicon: 0·15% to 0·35%; sulphur: not more than 0·035%; phosphorus: not more than 0·035%; manganese: 0·5% to 0·8%; chromium: 0·9% to 1·2%; molybdenum: 0·15% to 0·25%	—	437·5*	—	6

* Quota for the period from February 15, 1964, to December 31, 1964 (inclusive).

A previous notice on The Netherlands Import Duty Tariff quotas was published in the *Board of Trade Journal* of August 28, 1964, page 469.

BELGIUM

Notification of price increases

A BELGIAN Ministerial Order dated July 10, 1964 (*Moniteur Belge* No. 151 of August 5), and effective from August 5, 1964, contains *additions* to the list of goods and services in regard to which pro-

ducers and importers must notify the Ministry of Economic Affairs, Service des Prix, 23 square de Meeus, Brussels, of any increase they intend to make in the price to Belgian consumers not less than twenty-one days before the price increase is due to come into effect.

These additions include cheese, men's shirts, stockings and socks, agricultural machinery, aluminium household goods, photographic and cinematographic apparatus, and floor coverings. A previous notice on this subject was published in the *Board of Trade Journal* of October 10, 1959 (page 618).

The text of the above-mentioned Order (in French) may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

LEBANON

Customs tariff amendment

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description of goods	Basis for collection	Normal tariff
04.02	Milk and cream, preserved, concentrated or sweetened: A. Milk in solid form: 1. (No change) 2. In hermetically sealed tins of a net weight not exceeding 2·5 kg. . .	Kg. half gross (demi-brut)	25 Piastres
	(The rest remains unchanged)		
21.07	Food preparations, n.e.s.i.: a. }(No change) b. }		
	c. Modified milk, in hermetically sealed tins of a net weight not exceeding 2·5 kg.	Kg. half gross (demi-brut)	25 Piastres
	d. (No change)		
81.04	Other base metals, unwrought or wrought, and articles thereof: a. (No change) b. Other: 1. Boxes and cases for jewellery, beauty products, spectacles and the like; cigarette and tobacco cases, sweet boxes	*Ad val.* 40%	
	Reconstruction Tax	*Ad val.* 10%	
	2. Other	*Ad val.* 40%	
83.06	Statuettes and other ornaments, of base metal: a. Boxes and cases for jewellery, beauty products, spectacles and the like; cigarette and tobacco cases, sweet boxes .	*Ad val.* 40%	
	Reconstruction Tax	*Ad val.* 10%	
	b. Other	*Ad val.* 40%	

Note: Kilogramme demi-brut is the weight of the goods including immediate wrappings.

All inquiries about this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460/462).

DUBAI

Overseas Information Service

AN ANNOUNCEMENT which appeared in the July issue of the Dubai *Official Gazette* gave details of a new Overseas Information Service for Dubai merchants wishing to seek the advice of foreign firms on the feasability of proposed projects. The new service will undertake to advertise in foreign trade journals on behalf of interested merchants. British firms wishing to inform the Dubai *Official Gazette* of their activities should write to The Financial Expert, Dubai *Official Gazette*, Custom House Building, P.O. Box 516, Dubai, Trucial States.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221) quoting reference CRE/957/1963.

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Import duties

THE *Boletin Oficial de Mocambique*, first series, No. 26 of June 27, 1964, publishes Legislative Decree No. 2495, authorizing the rate of duty applicable to sub-heading 62.03.02 of the Import Tariff approved by Legislative Decree No. 2484 of June 1, 1964, to be fixed at Esc. 45 per kilogram. This rate will be reviewed whenever circumstances make it advisable.

By a decision of the Governor-General, the above rate will be reduced to 10 per cent *ad valorem* in the following cases:

(a) For any quantities of sacks which local industry is unable to supply;

(b) In cases where it is demonstrated that the price of locally produced sacks seriously prejudices the competitive position of the products to be exported.

Legislative Decree No. 2495 came into force immediately.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460, 462).

Liquidation of Indian assets

HM CONSULATE-GENERAL at Lourenço Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by **September 14.**

District of Lourenço Marques

Araechande Hirgi or Araechande Hirgi Shah, Vanmali Jinabhai, Jethalal Dharamshi, Rajane Calane, Mangi Ranchor or Mavji Ranchord, Gulab Mulji, Manibai Popatlal, Sona Jaga, Lilladhar Laxamiram Pandya, Pali Dahya Chhiba, Harji Kachara and Filhos, Merchant Jehangir Alibhai.

District of Gaza

Jamnadas Jala, Gagu Nanji, Tulshidas Kalyanji, Gopalgy Jadhavji.

District of Moçambique

Kalyanji Lalji, Keshavlal Raichande, Vithalji Jhina, Haridas Bhimji, Bhagvandas Narandas.

District of António Enes

Narandas Jivandás Bajaria.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2340).

SOUTHERN RHODESIA

Suspensions of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1964 (No. 17), published as Southern Rhodesian Government Notice No. 622, amend the First Schedule to the Customs and Excise (Suspension) Regulations, 1963, with effect from August 28, by the insertion of the following items:

	Item	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
Ex 65	Clothing: manufactured from lead-filled rubber or lead-filled plastic material . .	Free	Free	Free	Free
Ex 68	Gloves and similar articles: manufactured from lead-filled rubber or lead-filled plastic material . . .	Free	Free	Free	Free

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SENEGAL

Temporary prohibition on import of eggs

DECREE No. 64-457 of June 22, 1964, published in the *Journal Officiel* of Senegal on July 11, temporarily prohibits the import for consumption into Senegal of birds' eggs as defined under Tariff code 04-05; birds' eggs and egg-yolks, fresh, dried, or otherwise preserved, sweetened or not.

This prohibition is applicable only between January 1 and May 31 of each year. However, in case of need, an import quota can be fixed by order of the Minister of Commerce on the advice of th Minister of Rural Economy for the period June 1 to December 31.

As a temporary measure, eggs and egg-yolks as defined above can be admitted for consumption:

(1) If they have been consigned direct to Senegal before the publication date of the said decree. Proofs to be produced are those laid down by Customs Circular No. 218 of January 16, 1951, regarding temporary clauses.

(2) If, being in bond or store on the publication date of the said decree, they are made the subject of a Declaration for Admission filed within eight days counting from that date.

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

CEYLON

Ceylonization of trade

THE BOARD OF TRADE have received a copy of Import and Export Control Notice No. 20 issued by the Ceylon Controller of Imports and Exports on August 26. This notice is reproduced in full and supercedes Import and Export Control Notice No. 19 which was produced in the *Board of Trade Journal* of September 4, 1964 (page 542).

Registration of Ceylonese traders

1. 'The special attention of the trade is invited to Import Control Notice No. 18/64 published in the Ceylon Government Gazette Extraordinary dated 27.8.64. Applications for registration as Ceylonese Traders under the new scheme of registration should be made in the prescribed forms.

2. 'The General Import Licence procedure under the 1953 scheme of Registration of Ceylonese Traders will be withdrawn on December 31, 1964.

3. 'An extract of the Import Control Notice No. 18/64 relating to the qualifications for registration as a Ceylonese Trader under the scheme (which will be in force as from January 1, 1965) is reproduced below:

"To be eligible for registration, an applicant must satisfy the following conditions:

A. In the case of an individual trading in his own name or under a business name –
   (i) he should be a citizen of Ceylon;
   (ii) all the employees should be citizens of Ceylon (except in the case of non-Ceylonese employees approved by the Controller of Immigration and Emigration);
   (iii) he should not be the employer, shareholder (other than a shareholder in a public company) partner, director of any non-national import, export, indent, retail, wholesale business in Ceylon, or have any interest direct or indirect in any such business, which in the opinion of the Controller is prejudicial to the Government policy of Ceylonization;
   (iv) he should either be an Income Tax payer or produce trading accounts for the preceding Accounting Year.
   (This will not apply to New Comers).

B. In the case of a firm, partnership or private company –
   (i) 100 per cent of the effective share capital should be held bona fide by citizens of Ceylon;
   (ii) all the directors and partners of the business should be citizens of Ceylon;
   (iii) all the employees should be citizens of Ceylon (except in the case of non-Ceylonese employees approved by the Controller of Immigration and Emigration);
   (iv) the directors or partners should not be employees, shareholders (other than shareholders of a public company) partners or directors of any non-national import, export, indent, retail or wholesale business in Ceylon, or have any interest direct or indirect in such business, which in the opinion of the Controller is prejudicial to the Government policy of Ceylonization;
   (v) proof of payment of Income Tax and business Turnover Tax or trading accounts for the preceding Accounting Year should be produced. (This will not apply to New Comers).

C. In the case of public companies –
   (i) the company should be incorporated in Ceylon under the Companies Ordinance and the shares quoted in the local share market;
   (ii) the majority of the directors in the business should be citizens of Ceylon;
   (iii) not less than 51 per cent of the effective share capital should be held bona fide by citizens of Ceylon.
   (iv) all the employees should be citizens of Ceylon (except in the case of non-Ceylonese employees approved by the Controller of Immigration and Emigration);
   (v) the directors should not be employees, shareholders (other than shareholders of a public company) partners or directors of any non-national import, export, indent, retail or wholesale business in Ceylon, or have any interest direct or indirect in such business, which in the opinion of the Controller is prejudicial to the Government policy of Ceylonization;
   (vi) proof of payment of Income Tax and Business Turnover Tax or trading accounts for the preceding Accounting Year, should be produced. (This shall not apply to New Comers).'

MALAYSIA (STATE OF SINGAPORE)

Import of goods of Netherlands origin

THE BOARD OF TRADE have received a copy of Notice to Singapore Importers No. 190, issued by the Controller and Registrar of Imports and Exports on August 25, 1964. This notice informs importers that imports of all goods of Netherlands origin from any country (including the States of Malaya) are subject to specific import licences. A copy of the notice may be seen at Commercial Relations and Exports Department, Board of Trade, Room 346, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2642).

Telex service to Japan by cable

THE FIRST direct cable circuits between Japan and this country were opened on September 4 in the International Telex service. Hitherto the service has been operated over radio circuits only. The additional new cable circuits will be of particular value when the radio circuits are affected by fading.

The cable circuits are routed in the Commonwealth (COMPAC) cable system as far as Hawaii and thence to Tokyo in the new American/Japanese cable. Additional cable circuits will be provided in time for the Olympic Games.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the* Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.

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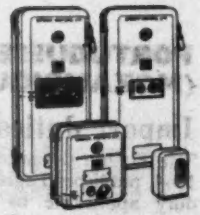
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For technical and commercial information contact the delegates of the Rumanian Foreign Trade Company CARTIMEX at the Fair or the Rumanian Commercial Office, 26 Cadogan Square, London, S.W.1.

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References to the Tariff Advisory Committee

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Advisory Committee the following matters:

(1) The rates of duty now applicable under:
- (a) Tariff Item 285(A)(2) to phenobarbitone sodium solution;
- (b) Tariff Items 194(A)(2)(a) and 194(A)(2)(c) to conveyor or elevator chain or chains with a pitch of 1½ inches and over but less than 2 inches;
- (c) Tariff Item 181(M)(2) to potentiometers;
- (d) Tariff Item 310(B) to shaped wooden blocks which can be assembled to represent the facade or general forms of buildings, in outfits, with or without spheres on stands representing trees;
- (e) Tariff Item 310(B) to workboards and wooden shapes pierced with holes, hammer and nails, in outfits;
- (f) Various Tariff Items to basket making outfits;
- (g) Various Tariff Items to plaiting;
- (h) Tariff Item 208(A)(2) to combination locks for steel safes;
- (i) Tariff Item 179(K)(1)(a) to lightning arresters suitable for use in electricity systems operating at a pressure of 22kV;
- (j) Tariff Item 219(F) to files (hand tools), having diamond grains as the working media;
- (k) Tariff Item 176(F)(1) to portable and travelling hand-controlled gasoline rammers;
- (l) Tariff Item 208(A)(2) to chaplets or studs, moulders', as used in the production of foundry castings;
- (m) Tariff Item 194(A)(3) to chain or chains of alloy steel being steel containing manganese, silicon, nickel, chromium, tungsten, titanium, vanadium, molybdenum, cobalt or other alloying elements introduced to impart special qualities to the steel;
- (n) Tariff Item 368(A)(3)(e) to filaments, circular, of polyvinyl resins, for use as a substitute for bristles in the manufacture of brushware;
- (o) Tariff Item 176(F)(1) to the following paper processing machines:
  - cutting machines, viz.:
    - cross-cutting (power driven)
    - cutting, perforating and rewinding toilet paper
  - shredding machines including knives therefor
  - slitting;
- (p) Various Tariff Items to textile fabrics not otherwise classifiable under Tariff Item 482(B), other than embroidery, for use as edgings or insertions in the manufacture of brassieres or corsets.

(2) Matters deferred from previous meeting:
- (a) Tariff Item 219(B) to the following hand tools:
  - hawks, plasterers'
  - moulding tools, plasterers'
  - trowels –
    - bricklayers', the blade length of which is 9 inches or less
    - gauging, plasterers'
    - laying, plasterers'
    - moulders'
    - window, plasterers', also known as mastic trowels;
- (b) Tariff Item 208(A)(2) to bricklayers' or masons' line pins;
- (c) Tariff Item 482(B)(6) to narrow fabrics, including weftless, uninked, woven in widths not exceeding 12 inches, for use in the manufacture of ribbons used in typewriters or other machines or instruments for the reproduction of letters, figures or characters;
- (d) Tariff Item 464(C) to certain cotton textile fabrics, uninked, in widths exceeding 12 inches, for use in the manufacture of inked ribbons of the type used in typewriters or other machines or instruments for the reproduction of letters, figures or characters.

The Tariff Advisory Committee will meet to consider the above-mentioned matters in Canberra on a date to be announced later.

The Tariff Advisory Committee (which should not be confused with the Tariff Board) is a small committee constituted as follows: Chairman, a nominee of the Department of Customs and Excise; members, one nominee of importing interests (the Director of the Australian British Trade Association), one nominee of the Associated Chambers of Manufacturers of Australia. The Committee meets occasionally to consider certain tariff questions referred to it by the Minister and to make recommendations.

Any United Kingdom firm or trade association who consider that their interests are involved and who wish to make their views known to the Committee, should communicate either with the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (reference CRE 417/G), or with the Secretary of the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2.

Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
LINERS:		
Cylinder, being diesel electric locomotive parts, reconditioned by porous chrome plating	401 (D) (2)	Free
MACHINERY, MACHINES, ETC.:		
Bits:		
Blank, bevel, as used with diamond drilling equipment	176 (F) (2) (d) (2)	Free
Blades – circular saw:		
Diamond impregnated other than segmental type	449 (A) (1)	Free
Branding machine, cork, for marking corks by burning (if conforming to the definition of a machine)	176 (F) (1)	27½%
Casting machines for casting printers' leads, rules, slugs or spaces	169 (A) (6)	Free
Crimping machines (wire)	172 (C) (5) (d)	Free
Drill rod couplings for use with drill rods for rock boring machines.	150	Various
Hammers:		
Steam (metal-working)	172 (C) (5)	Various
NOTE: Steam hammers are not driven by a belt but are acted upon directly by the steam which is within themselves.		
Heads:		
Boring, precision (accessory). (Photos to Collectors)	173 (C)	27½%
Hoists:		
Power operated, other than chain hoists, of the types and sizes used in the mining industry in the process of mining operations	170 (B) (5)	7½%
Pumps:		
Air, with engine and hose. A combination apparatus used in the pearling industry for diving purposes:		
Air pump and hose	176 (G) (3)	Various
Engine	178 (B)	Various
provided security be given, if required by the Collector, that such will be installed for use in connection with diving, the engine air pump and hose may be admitted under Item 132 (B).		
Stand, power vise, imported separately	172 (C) (7)	Various
Tools:		
Rasps, rotary, machine (metal-working) as files	176 (F) (2) (a) (2)	27½%
Rasps, rotary (wood-working)	449 (A) (1)	Free
SOAP:		
Creams, shaving	94 (A) (2)	10%

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2656).

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Trade and Industry Branch, Ontario House, Charles II Street, London, S.W.1

Name .....
Position .....
Company .....
Address .....
Product .....

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CHILE

Amendments to import regulations

THE FOLLOWING amendments should be made to Chile's List of Permitted and Prohibited Imports. The List was first published in the *Board of Trade Journal* of July 6, 1962, and amendments have appeared frequently in later issues.

Section	Group	Item	Percentage of deposit	Percentage of tax surcharge
IX	45/53	Under the item 'chemical products, not specified . . .', add the following new items:		
		Phthalic anhydride	50	
		Pentaerythritol	50	
		Maleic anhydride	50	
		Dicyclopentadiene	50	
		Butyl alcohol	50	
		Octyl alcohol	50	
		Butylphenol	50	
		p-tert Butylphenol	50	
		Pamak I (tallow and fatty tall acids)	50	
		Propane – 1, 2 – diol	50	
		Phenol	50	
		Hexamine	50	
IX	45/53	Under the item: 'Tallow and acid fats'. Insert new item:		
		'Beef fat'	10	
IX	46	Insert new item:		
		Anti-measles vaccine	50	
XII	66	Alter the item 'Lorries with special bodies for the mining or constructional industries . . .' to read:		
		'Lorries with special bodies for the mining or constructional industries; those for transporting liquid gases; refrigeration lorries and chassis for forestry lorries'	B (except for forestry lorries, which has been fixed at E, to be reduced to D once the tax surcharge is fixed)	
		Insert new item:		
		Chassis for buses with useful load capacity of 6,000 kg. or more, and at least 160 inches distance between axles	E	

GUATEMALA

Warehouse charges

BY Decree-Law No. 261, published in the Guatemalan *El Guatemalteco* on, and effective from, August 20, 1964, goods in transit will henceforth pay no warehouse charges for the first 20 days of storage in Customs sheds at the ports of Matias de Galvez and Champerico. At other Customs houses the free period is to be 10 days. Storage of merchandise in transit at all Customs houses is to be charged at the rate of Q0·01 per day or part thereof.

PERU

Introduction of new customs tariff

A NEW Customs Tariff, arranged in accordance with the Brussels Nomenclature, came into effect in Peru on August 20, 1964. Goods despatched to Peru before August 20, 1964, may be cleared through customs under either the old or the new tariff at the importer's option.

A copy of the new Customs Tariff is held in Export Services Branch, Board of Trade, Hillgate House, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476).

UNITED STATES

New legislation affecting imports of metal scrap

A NOTICE was published in the *Board of Trade Journal* of September 4, 1964, page 535, about legislation affecting imports into the United States of metal scrap. The two operative dates shown in the notice should both be amended to read 'June 30, 1965'.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456).

Ninth BEAMA Publicity Conference

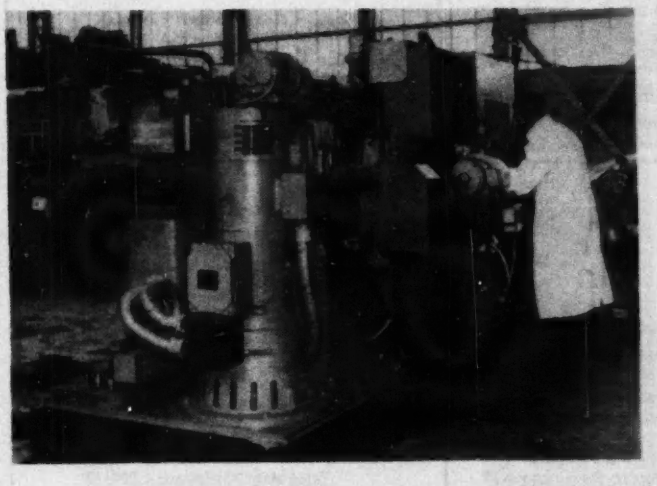
THE NINTH Annual BEAMA Publicity Conference will be held this year on Tuesday and Wednesday, November 17 and 18, but at a different venue – the Kensington Palace Hotel, De Vere Gardens, London, W.8.

The chairman of the conference is Allan H. Edney, Marketing Services Manager of the Radiation Group of Companies, and the conference secretary is John Dyer, The BEAMA, 36 Kingsway, London, W.C.2 (Tel. Holborn 0502), from whom any further information can be obtained.

Machine Tool Conference

THE FIFTH International Machine Tool Design and Research Conference will begin on September 14 at Birmingham University.

Inquiries to the Organizing Secretary, 5th MTDR Conference, Department of Mechanical Engineering, University of Birmingham, Edgbaston, Birmingham 15. There will be no charge for attendance at the conference sessions.



A 10/20 h.p. variable speed motor with pilot motor operated induction regulator made by Higgs Motors Ltd., Witton, Birmingham, is used to drive this bicycle wheel rim rolling, welding and helixing machine, which is being made at the Wolverhampton factory of Daniel Smith Ltd., prior to despatch to Egypt as part of a cycle wheel manufacturing plant for use in a state-owned bicycle factory. A party of Daniel Smith engineers will be visiting Egypt to supervise the installation of the plant.

Looking ahead

Economic Affairs in Modern Britain

The new series of government broadsheets, 'Looking Ahead', first appeared eighteen months ago. Since then it has ranged over many topics of national interest and its circulation grows steadily. Over 200,000 people have learnt more about trade expansion and economic growth, aspects of employment, science and technology, agriculture, the Commonwealth, and many other subjects. Twenty-two issues have appeared so far. The latest (published today) describes how British experts and volunteers aid developing countries. The title is

(23) SERVICE OVERSEAS

Broadsheets are available (free) from Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given in page vi of April 24 issue.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

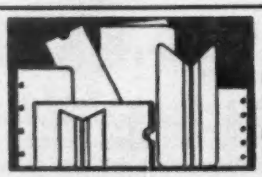
Title	*Last published*
Balance of payments (Q)	10 July 1964
Business names registered (A)	7 Feb. 1964
Capital expenditure:	
by industry – provisional (Q)	This week
– final (Q)	10 July 1964
Distributive and service trades (A)	27 Dec. 1963
Expected capital expenditure (6-M)	17 Jan. 1964
Cars and commercial vehicles (M)	28 Aug. 1964
Catering trades turnover (M)	21 Aug. 1964
Chemical industries production (6-M)	15 May 1964
Companies:	
Income and finance (Q)	17 July 1964
New companies registered (M)	28 Aug. 1964
Property companies (A)	20 Dec. 1963
Engineering and electrical goods:	
Deliveries of certain products (Q)	26 June 1964
Production, exports and orders (M)	28 Aug. 1964
Film industry:	
British film fund agency returns (M)	28 Aug. 1964
Cinema admissions and takings (M)	This week
Registrations of films (A)	28 Feb. 1964
Foreign trade:	
Commonwealth trade (A)	26 June 1964
Sterling area trade summary (Q)	7 Aug. 1964
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	7 Aug. 1964
Foreign trade of U.K.:	
Trade by air (6-M)	3 July 1964
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	28 Aug. 1964
Gold and dollar reserves (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	4 Sept. 1964
Business (M)	This week
Industrial building:	
Provisional figures (Q)	14 Aug. 1964
Industrial production:	
Census, first results (A)	27 Dec. 1963
Index nos. (M)	28 Aug. 1964
N. Ireland index (M)	28 Aug. 1964
Insurance companies:	
Assets (A)	26 June 1964
Transactions (Q)	This week
Investments and earnings overseas (6-M)	7 Aug. 1964
Passenger movement to and from UK (Q)	10 July 1964
Pension funds:	
Assets (A)	10 July 1964
Transactions (Q)	4 Sept. 1964
Retail prices index (M)	28 Aug. 1964
Retail trade:	
Index nos. (M)	This week
N. Ireland index (M)	4 Sept. 1964
Shipping movement at UK ports (Q)	26 June 1964
Stocks:	
Manufacturers and distributors (Q)	This week
Retail (M)	28 Aug. 1964
Textiles:	
Clothing and textile orders and deliveries (M)	21 Aug. 1964
Man-made fibres production (M)	This week
Wholesale houses sales (M)	28 Aug. 1964
Wool and cotton output (M)	21 Aug. 1964
Tourism:	
International tourism (A)	28 Aug. 1964
UK tourist traffic (M)	7 Aug. 1964
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1964
Index nos. (M)	14 Aug. 1964

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organization	31 July 1964
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	21 Aug. 1964
British Commercial Representatives Overseas	31 July 1964
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	12 June 1964
Official Receivers' Offices	24 July 1964
United States Consular Offices in the UK	14 Aug. 1964

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



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Orders for advertisements in this section should be addressed to H.M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1.

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REPRESENTATIVE OF KUWAIT FIRM at present in London prepared to accept agencies, all kinds, for reputable British firms for Kuwait State. Reply Box No. M.10121, *Board of Trade Journal*, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1.

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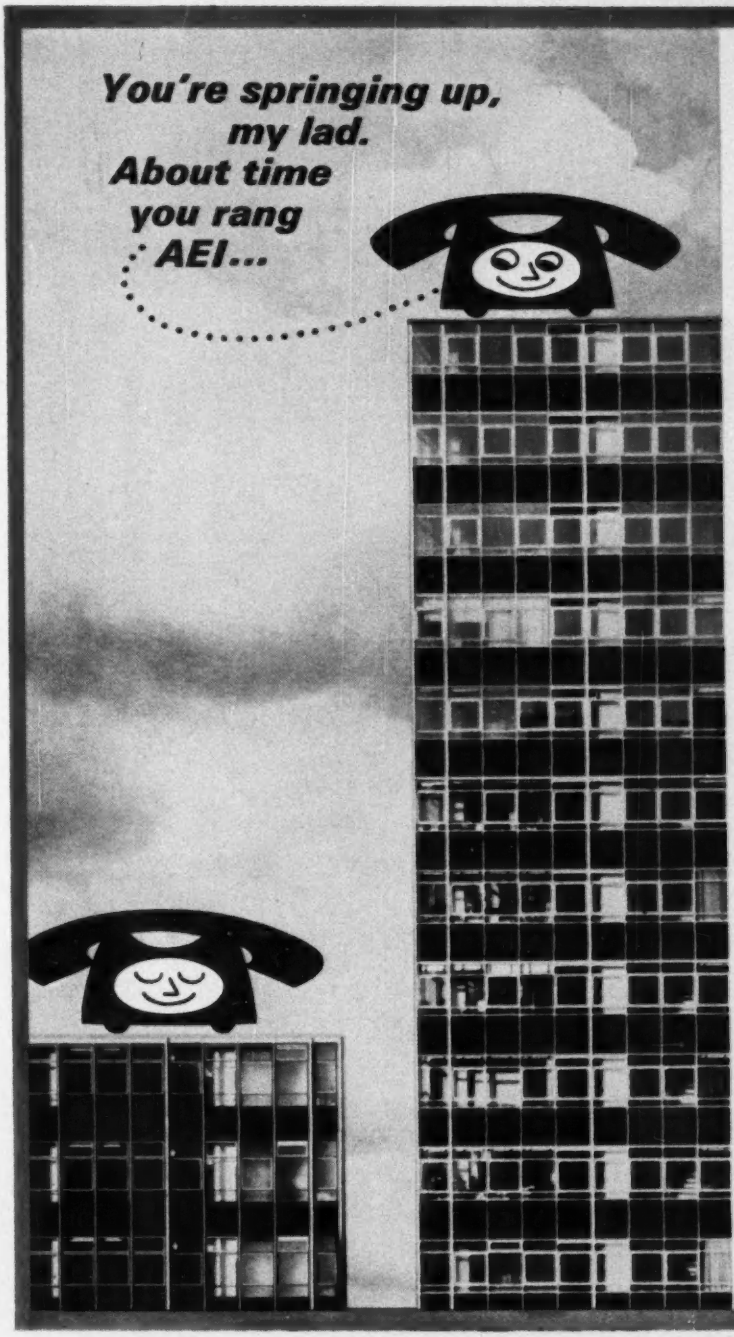
Printed in England by Merritt & Hatcher Ltd., London (K109) S.O. Code No. 72-3521.



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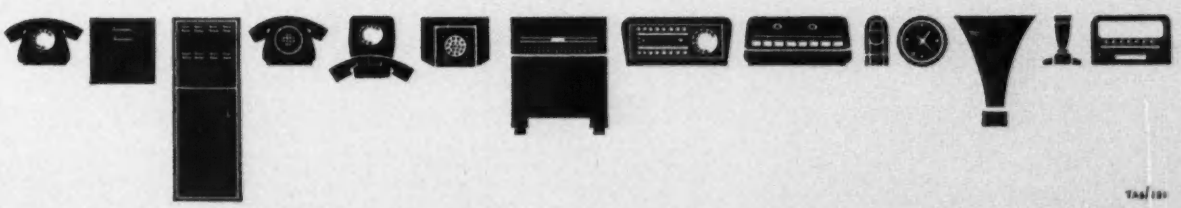
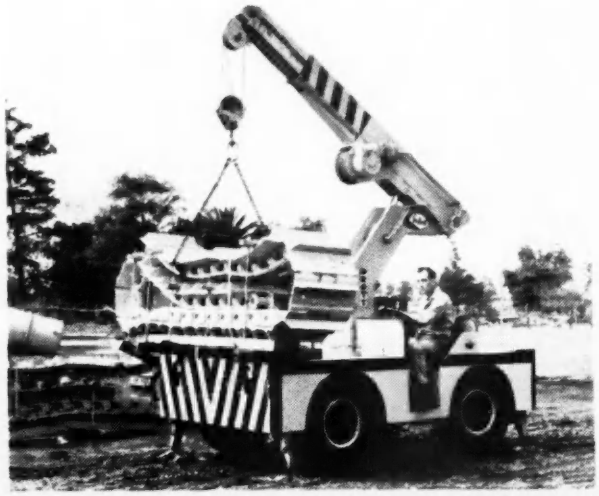


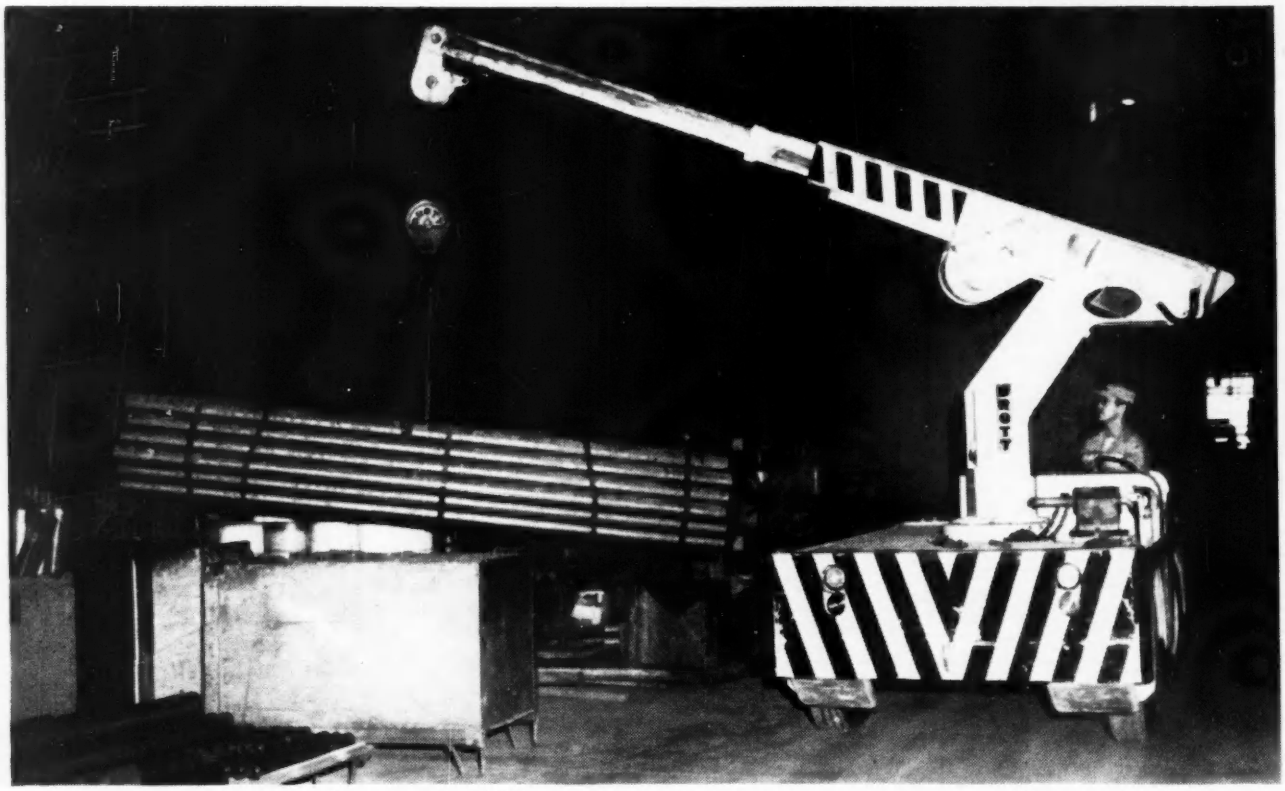
INSIDE OUTSIDE ALL AROUND

DROTT

Go-Devil

LIFTS CAPACITY LOADS FRONT, REAR OR EITHER SIDE.





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Models	Capacities	Reach	Deck Area
85RM2	7,800 lb.	24′ 9½″	56½ sq. ft.
20RR2	2,000 lb.	15′ 4″	25 sq. ft.

Literature giving full details is available on request.

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